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United States  
Department of  
Agriculture

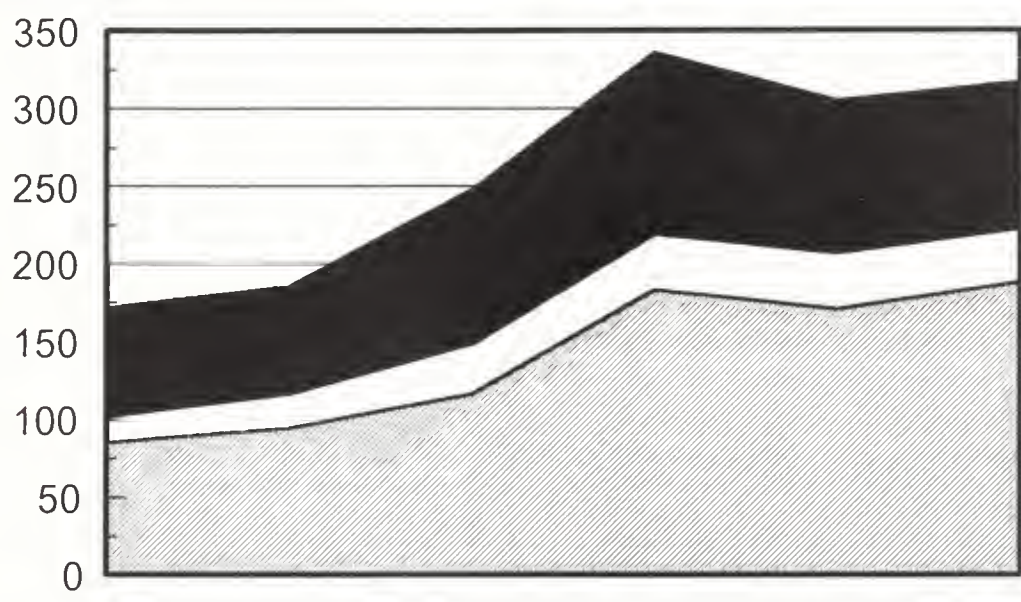
Foreign  
Agricultural  
Service

Circular Series  
FHORT 9-95  
September 1995

# World Horticultural Trade & U.S. Export Opportunities

THE EU WILL SPEND AN ESTIMATED \$317 MILLION  
IN FISCAL YEAR 1995 TO SUBSIDIZE  
HORTICULTURAL PRODUCT EXPORTS

\$ Million



EU Commission data  
for Budget Years 1990-1995  
The 1995 forecast in  
dollar terms assumes a May 5, 1995 rate of \$1.345 = 1 ECU.

	1990	1991	1992	1993	1994	1995
Fresh Fruit & Vegetables	85	95	117	183	171	188
Processed Fruit & Vegetables	17	22	32	36	36	35
Wine & Products	70	69	99	117	98	94

Source: EU Commission data for Budget Years, 1990-1995. The 1995 forecast in dollar terms assumes a May 5, 1995 rate of \$1.345 = 1 ECU.

The European Union (EU) will spend an estimated \$317 million in fiscal year 1995 to subsidize the export of various horticultural products. The chart above shows the composition of horticultural export subsidies over the past five seasons. For 1995, subsidies for fresh fruit and vegetables (e.g., tomatoes, shelled almonds, satsumas, table grapes, apples, and peaches) account for about 60 percent of total appropriations. Wine and products are expected to garner nearly 30 percent of budgetary outlays, with processed fruit and vegetables (e.g., raisins, processed nuts, tomatoes, and orange juice) taking the balance. However, this estimate of total appropriations does not include the budget available for export promotions -- for example, individual Member States currently contribute to wine and food promotions. France's outlay for wine was at least \$8 million last year, although actual funding is impossible to determine as it is frequently lumped together in joint product promotions.

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#### ANALYSIS

Casey Bean	202-720-4620	Fresh deciduous fruit, apple juice, olives and stone fruit
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, tropical fruits
Ross Kreamer	202-720-9903	Canned deciduous fruit, wine, brandy, table grapes, kiwifruit, NAFTA, PL-480, and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, and berries
Samuel Rosa	202-720-6086	Sugar, fresh citrus and juices, honey, mushrooms, and CBI
Joe Somers	202-720-2974	Situation and outlook group leader, fresh and processed citrus, trade forecasts, FAO citrus liaison, and circular editor
Mark Thompson	202-720-6877	Cross-commodity issues and special projects

#### MARKETING

Jayne Carbone	202-720-0911	Citrus and processed fruit
Laura Davis	202-720-2252	Deciduous fruit
Ted Goldammer	202-720-8498	Wine, brandy, hops, and potatoes
Stacey Peckins	202-720-5330	Tree nuts, avocados, papaya, foliage, and plants
Steve Shnitzler	202-720-8495	Dried fruit, kiwifruit, and ginseng

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### Export Summary

U.S. exports of horticultural products to all countries in June 1995 totaled \$804 million, 8 percent above the same month a year earlier. Ten out of 15 categories of agricultural exports registered increases. Categories with the most significant increases in June were fresh citrus fruit (up \$17.6 million or 39 percent); frozen vegetables (up \$13.0 million or 49 percent); and canned vegetables (up \$10.1 million or 23 percent). Dried Fruit registered the sharpest decline (down \$3.3 million or 11 percent). During the first nine months (October-June) of fiscal 1995, the total value of U.S. horticultural exports was \$6.95 billion -- 16 percent over the same period last year.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR  
JUN 95

NAME		QUANTITY					VALUE (1,000 DOLLARS)				
GROUP	COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TDATE LAST YR	YR TDATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR, FRUIT CITRUS	MT										
	GRAPEFRUIT	21,405	26,671	422,314	444,908	461,577	10,231	14,359	209,095	217,929	228,387
	LEMONS	11,048	12,074	96,536	102,202	124,410	8,734	12,897	73,177	87,116	108,711
	ORANGES INCL TMLPS	47,869	59,201	446,019	501,950	543,324	25,407	34,656	240,999	277,554	291,021
	OTHER CITRUS	342	470	25,335	23,030	26,339	283	338	19,502	19,784	20,325
	Subtotal:----	80,666	98,418	990,206	1,072,091	1,155,652	44,657	62,252	542,775	602,385	648,447
FR, FRT, NON-CIT	MT										
	APPLES	49,074	42,677	525,400	560,331	662,897	27,850	26,188	318,073	336,922	404,229
	AVOCADOS	643	732	4,702	8,888	8,923	1,270	1,301	6,497	9,575	11,337
	CHERRIES SWT & TRT	16,426	10,733	24,960	21,399	30,641	66,576	62,569	111,881	110,496	130,864
	GRAPES	10,828	11,221	110,609	111,642	215,510	15,373	15,550	131,355	141,959	244,148
	KIWI FRUIT	274	353	8,554	9,121	8,748	340	414	12,844	12,620	13,091
	MELONS	43,081	49,220	102,365	111,831	218,603	12,694	17,208	41,988	47,825	82,265
	PAPAYA	682	648	5,911	6,405	7,759	1,303	1,625	11,202	13,510	14,547
	PEACHES & NCTRNS	16,241	13,838	28,529	24,456	83,306	12,584	13,990	25,217	26,145	65,914
	PEARS	7,152	2,466	106,179	103,913	137,040	3,865	1,741	58,133	56,386	74,043
	PLUMS/PRUNES	8,922	4,904	14,320	10,960	69,918	7,575	6,749	12,779	13,347	56,882
	STRAWBERRIES	6,858	6,738	36,764	32,372	57,107	10,783	10,610	60,479	56,837	94,942
	OTHER NON-CITRUS	7,200	6,328	34,545	31,012	55,521	8,307	9,378	35,583	37,227	60,348
	Subtotal:----	167,387	149,863	1,002,845	1,032,336	1,555,979	168,526	167,328	826,035	862,850	1,252,616
CND/PRP FRUIT	MT										
	CHERRIES TRT CND	543	1,792	5,337	6,403	8,402	1,064	2,197	7,157	8,266	10,731
	FRUIT MIXTURES	3,117	2,575	20,615	23,001	26,348	3,517	3,031	24,014	27,093	30,536
	MARACHINO CHRY	422	425	3,465	3,497	4,685	559	900	6,491	7,349	9,703
	PEACHES CANNED	1,689	2,042	14,161	15,110	18,173	1,729	1,926	13,771	13,692	17,798
	PINEAPPLE CANNED	375	369	3,005	3,257	4,156	360	347	2,721	2,930	3,659
	FRT PRP/PRES	5,128	6,023	44,899	55,166	62,249	6,818	7,455	53,350	63,853	74,024
	OTHER CANNED FR	6,948	3,548	33,678	32,940	43,183	5,601	3,247	27,744	30,118	38,088
	Subtotal:----	18,226	16,777	125,163	139,377	167,199	19,651	19,105	135,250	153,305	183,843
DRIED FRUIT	MT										
	PRUNES, DRIED	4,670	4,292	44,211	45,704	57,923	11,689	9,898	104,062	107,277	137,199
	RAISINS, DRIED	9,046	8,000	88,825	87,521	122,625	14,485	12,438	140,441	140,389	195,347
	OTHER DRIED FRUIT	1,073	1,407	15,911	20,035	20,739	2,750	3,293	39,025	43,889	51,362
	Subtotal:----	14,790	13,699	148,948	153,261	201,288	28,925	25,630	283,529	291,557	383,909
FROZEN FRUIT	MT										
	BLUEBERRIES, FZN	1,115	985	5,023	6,299	7,104	1,684	1,421	7,733	9,431	10,616
	STRAWBERRIES, FZN	2,391	1,980	14,344	18,310	27,248	3,168	2,624	19,051	24,093	34,765
	OTHER FZN FRUIT	1,847	1,796	9,326	12,739	15,317	2,826	2,466	14,645	18,751	23,995
	Subtotal:----	5,354	4,762	28,693	37,349	49,670	7,679	6,513	41,430	52,276	69,377
FRT&VEG JUICE (SSE)	KL										
	GRAPEFRUIT JU CNC	6,579	4,922	28,048	40,825	37,622	4,680	3,593	24,736	31,973	33,808
	ORANGE JU TRT CNC	12,537	13,266	84,269	122,689	127,494	8,287	8,420	56,673	81,566	84,553
	ORANGE JUICE CNC	27,957	19,771	174,337	186,614	268,785	17,244	12,383	106,765	118,058	149,035
	OTHER JUICES	31,166	47,794	253,594	306,341	362,485	22,330	34,082	175,917	232,771	248,341
	Subtotal:----	78,241	85,755	540,250	656,469	796,387	52,542	58,479	364,092	464,369	515,738
VEGETABLES FR	MT										
	ASPARAGUS, FR, CHLD	1,006	1,149	20,916	16,731	21,980	2,422	2,881	66,027	61,587	71,547
	BROCCOLI	11,976	13,782	108,467	94,968	128,764	6,961	10,104	64,889	73,979	80,197
	CAULIFLOWER	9,096	10,459	76,892	75,836	94,794	6,084	7,990	49,695	58,202	61,798
	CELERY	11,821	12,238	100,420	94,876	117,643	3,518	5,698	31,632	50,723	37,955
	LETTUCE, FR, CH.	25,028	18,987	257,073	234,938	309,932	10,758	9,696	101,782	162,328	126,426
	ONIONS, FR	21,452	20,551	104,883	248,137	193,828	6,497	7,096	42,154	86,270	69,757
	PEPPERS	6,153	5,910	42,690	42,085	52,747	5,187	6,427	36,153	42,021	44,884
	TOMATOES, FR, CH.	15,602	11,832	106,206	103,668	148,517	11,638	12,643	86,259	88,813	114,143
	OTHER VEG, FR.	114,559	108,797	518,155	500,770	686,139	49,038	47,310	284,725	324,857	361,952
	Subtotal:----	216,697	203,709	1,335,708	1,492,013	1,754,349	102,107	109,849	763,320	948,784	968,665
VEGETABLES CANNED	MT										
	CATSUP & CHILI SA	2,294	3,740	21,393	31,917	31,335	1,651	2,819	17,466	23,051	24,793
	SWEET CORN CANNED	12,159	15,316	116,450	130,107	150,029	9,999	12,864	93,097	109,132	121,698
	TOMATO PASTE	6,141	4,394	54,688	68,424	76,150	5,252	4,036	45,786	56,168	63,088
	TOMATO SAUCE	9,143	7,912	63,864	61,886	80,996	7,817	7,811	62,940	60,487	79,832
	OTHER CANNED VEG.	16,547	20,884	151,865	171,812	206,930	18,317	25,610	186,934	206,673	249,921
	Subtotal:----	46,285	52,449	408,263	464,148	545,443	43,038	53,142	406,225	455,512	539,334
FROZEN VEGETABLES	MT										
	FROZEN FRENCH FRY	21,364	34,442	183,445	264,340	246,544	15,751	25,315	132,118	195,039	178,026
	FZN SWT CORN	4,206	5,410	46,301	52,327	62,340	4,024	5,007	41,334	46,121	55,228
	OTHER POT. FZN	1,702	2,381	15,628	17,971	19,930	1,334	2,192	12,483	15,237	15,985
	OTHER FZN VEG	4,859	7,698	41,080	55,489	55,286	5,194	6,770	39,452	49,528	53,023
	Subtotal:----	32,132	49,932	286,456	390,129	384,101	26,305	39,286	225,389	305,926	302,264
DEHYD VEGETABLES	MT										
	GARLIC DEHY	589	584	5,692	5,858	8,031	1,448	1,289	13,800	13,715	19,224
	ONIONS DEHY	1,898	2,220	19,922	26,605	28,721	4,169	5,194	44,681	53,645	61,580
	POTATO DEHYD	3,946	6,512	31,035	44,361	41,546	4,066	6,246	32,337	44,695	43,252
	OTHER DEHY VEG.	2,401	3,211	20,397	32,265	29,725	4,823	4,619	41,399	52,844	57,923
	Subtotal:----	8,835	12,528	77,048	109,091	108,024	14,508	17,350	132,219	164,900	181,980
TREE NUTS	MT										
	ALMND SH/PRP	8,457	8,917	124,511	153,744	166,886	34,304	36,064	568,208	514,000	729,695
	ALMONDS, UNSHLD	885	695	10,000	13,123	15,261	2,330	1,763	26,757	33,597	40,108
	PISTACHIO, UNSHLD	823	419	8,088	9,648	10,469	2,405	1,353	23,322	28,315	29,952
	WALNUTS, SHLD	1,079	794	16,812	18,373	20,192	4,420	2,987	60,102	53,630	71,786
	WALNUTS, UNSHLD	84	338	40,634	48,942	45,510	170	588	77,674	79,755	85,496
	OTHER NUTS	2,879	4,192	46,960	47,933	58,684	9,425	12,898	137,505	126,949	172,087
	Subtotal:----	14,210	15,357	247,007	291,765	317,005	53,056	55,655	893,570	836,248	1,129,127
NURSERY PRODUCTS	NONE										
	CUT FLOWERS	0	0	0	0	0	2,645	2,997	28,430	27,149	38,587
	OTHER NURSERY	0	0	0	0	0	9,788	9,351	126,285	132,287	153,273
	Subtotal:----	0	0	0	0	0	12,434	12,348	154,715	159,437	191,860
HOPS & PRODUCTS	MT										
	HOP EXTRACT	384	367	4,713	3,843	5,400	4,557	5,355	53,553	62,425	62,297
	HOP PELLETS	493	626	3,545	6,100	4,162	2,872	3,520	19,750	35,319	23,218
	HOPS, NSFP	67	70	1,818	2,236	1,976	463	435	10,541	14,168	11,412
	Subtotal:----	945	1,064	10,076	12,181	11,539	7,893	9,312	83,844	111,913	96,929
WINE	KL										
	GRAPE WINES	10,406	11,026	85,410	89,771	116,815	15,219	18,091	125,111	144,732	172,684
	OTHER WINE PRODUCTS	1,435	1,018	8,910	9,061	13,398	1,757	1,448	9,434	10,802	13,847
	Subtotal:----	11,841	12,045	94,321	98,833	130,213	16,977	19,539	134,545	155,535	186,531
MISCELLANEOUS	KL										
	BEER & BEVERAGES	81,963	90,891	383,382	579,989	598,932	53,060	55,282	245,218	355,984	373,685
	EDIBLE PREPARATIONS	14,641	16,213	117,787	150,110	160,298	54,474	55,643	410,642	633,035	571,798
	GINSENG	39	7	800	752	933	3,179	625	69,358	54,100	77,148
	POTATO CHIPS	5,017	5,653	41,820	54,744	60,907	15,229	15,493	122,323	148,358	174,576
	OTHER MISC	0	0	0	0	0	19,742	21,130	182,293	197,954	25

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR  
JUN 95

NAME		QUANTITY				VALUE (1,000 DOLLARS)					
GROUP &	COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TOTATE LAST YR	YR TOTATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT	MT										
	APPLES	15,432	21,953	90,829	111,173	106,059	13,659	19,701	63,010	71,832	76,188
	AVOCADO	264	381	7,101	17,705	14,211	219	195	4,573	16,964	12,538
	BANANA	329,364	283,049	2,711,022	2,782,336	3,643,279	85,355	83,760	740,705	788,010	983,322
	CANTELOUPE	4,321	9,835	224,836	274,103	224,836	866	2,367	67,706	81,156	67,706
	GRAPE	17,083	37,201	308,446	350,717	311,027	21,287	38,027	249,155	292,953	251,625
	KIWIFRUIT	5,027	4,549	22,878	27,168	29,335	2,521	2,666	13,683	15,409	17,612
	MANGO	22,698	32,745	71,156	96,290	121,250	15,535	27,758	60,485	82,501	93,477
	PEACH	0	0	42,931	49,280	43,118	0	0	27,662	31,607	27,816
	PEAR	7,341	3,080	65,166	47,922	65,283	3,292	1,654	32,975	26,234	33,073
	PINEAPPLE	13,327	9,711	94,859	95,665	120,505	3,806	3,023	31,413	30,881	40,775
	STRAWBERRY	2,135	3,906	19,949	26,422	20,102	1,700	3,753	31,835	45,567	35,038
	OTHER MELON	7,288	4,644	114,542	119,671	114,972	1,910	1,655	41,510	42,549	41,629
	OTHER FRUIT	35,559	41,469	421,523	515,531	547,710	11,969	15,537	179,476	203,495	243,414
	Subtotal:----	459,845	452,529	4,195,242	4,513,988	5,367,691	162,124	200,101	1,547,194	1,729,165	1,924,220
DRIED FRUIT	MT										
	ORD APRICOT	374	804	7,628	11,517	10,400	849	1,443	19,419	18,556	23,920
	ORD FIG & PASTE	439	871	9,148	11,446	11,732	426	848	11,006	12,944	15,131
	OTHER DRO FRUIT	2,085	1,841	20,841	17,200	27,141	3,576	3,105	30,383	24,810	40,093
	Subtotal:----	2,899	3,516	37,618	40,165	49,274	4,851	5,397	60,809	56,311	79,145
FROZEN FRUIT	MT										
	FZN BLUEBERRIES	669	490	6,031	5,218	8,242	854	623	8,693	7,062	11,967
	FZN STR	2,476	1,803	18,133	25,282	18,949	2,369	1,495	18,686	25,316	19,766
	OTHER FZN FRUIT	3,333	3,142	25,881	22,173	34,646	3,773	3,712	29,799	25,608	40,152
	Subtotal:----	6,479	5,436	50,046	52,674	61,838	6,997	5,832	57,178	57,987	71,887
CANNED/PREP FRUIT	MT										
	CANNED OLIVES	5,860	5,007	52,416	48,232	70,223	13,612	13,476	114,637	123,778	152,061
	CANNED ORANGES	6,021	5,148	37,476	44,015	52,281	4,726	5,066	29,504	40,571	41,356
	CANNED PEACH	1,742	1,343	17,788	15,543	22,584	1,007	791	9,896	9,068	12,665
	CANNED PINEAPPLE	27,552	17,294	245,739	235,263	330,958	12,279	9,601	136,274	118,558	178,064
	MIXED FRUIT	2,256	2,559	30,218	30,361	36,254	1,924	2,364	25,418	23,799	30,687
	PREP/PRES FRUIT	5,926	5,404	44,641	44,333	60,832	6,360	7,620	50,189	54,645	67,856
	OTHER CANNED FRUIT	5,319	5,125	45,206	45,821	56,995	6,293	6,231	57,714	59,948	72,954
	Subtotal:----	54,679	41,883	473,487	463,569	630,131	46,203	45,153	423,635	430,371	555,644
FRT&VEG JUICE (SSE)	KL										
	APPLE JUICE	148,740	108,425	772,725	734,142	1,018,486	24,518	34,024	144,748	186,764	184,639
	FCOJ	96,356	42,184	1,230,712	780,707	1,592,083	19,516	9,876	245,586	155,956	311,967
	GRAPE JU	10,004	6,685	57,823	42,359	71,848	3,797	2,105	22,558	14,371	27,588
	PINAP JU	32,128	28,909	227,624	233,864	287,725	6,825	6,825	50,818	48,639	61,809
	OTHER FRUIT JUICES	24,209	24,302	179,171	190,017	230,804	7,978	9,177	81,191	84,611	103,032
	Subtotal:----	311,438	210,506	2,468,056	1,981,091	3,200,947	62,080	62,008	544,904	490,344	689,037
FRESH VEGETABLES	MT										
	GARLIC	2,811	3,605	28,443	20,153	31,117	3,285	5,318	22,129	25,754	24,827
	ASPARAGUS	197	962	20,852	27,339	27,711	288	1,325	32,788	44,822	41,829
	BELL PEPPER	4,599	4,718	112,387	114,454	121,842	7,720	7,780	124,972	148,539	142,760
	CARROTS	5,111	4,014	47,546	74,686	60,094	1,69	605	11,758	19,293	15,433
	CHILI PEPPER	2,764	2,734	35,173	50,462	43,897	3,190	2,918	35,788	53,090	43,110
	CUCUMBER	6,795	6,748	237,009	222,255	250,972	3,690	2,701	100,057	122,294	106,902
	ONIONS	9,686	8,431	237,456	198,324	254,652	6,132	6,562	125,097	113,963	136,642
	POTATO, INCL SD	8,482	5,391	297,657	214,294	317,308	2,178	1,045	66,944	39,151	70,644
	SQUASH	1,745	4,305	98,406	106,516	101,869	1,235	1,839	55,885	81,505	58,123
	TOMATOES	22,858	44,791	355,739	469,016	401,875	16,456	29,638	288,256	347,297	328,154
	OTHER FRESH VEGETAB	19,464	20,145	220,070	294,718	281,345	11,501	13,282	130,176	190,720	164,712
	Subtotal:----	79,917	105,850	1,690,743	1,792,222	1,892,688	54,522	71,238	998,961	1,186,433	1,133,140
CANNED/DEHYD VEGET	MT										
	CND ARTICHOKE	6,483	2,425	21,530	12,509	30,548	11,423	4,342	36,159	22,125	53,543
	CANNED BAMBOO	1,289	1,292	22,160	18,940	29,691	1,166	1,264	17,736	15,285	23,548
	CND MSHROOMS	6,659	6,513	47,695	53,996	64,543	14,355	15,228	95,871	125,595	132,677
	CND PIMIENTO	457	776	4,750	6,769	6,649	556	1,046	5,806	9,195	8,273
	CND TOM	5,780	3,627	31,781	36,537	45,118	1,999	1,273	11,627	13,141	16,746
	CANNED WATERCHESTNU	6,659	4,987	31,700	23,711	39,849	4,312	3,351	21,676	16,794	27,363
	TOMATO PASTE & SAUC	13,269	5,044	54,367	40,892	61,941	9,403	4,595	37,876	34,559	43,217
	DRIED MUSHROOMS	178	251	1,117	1,843	1,554	1,924	2,325	12,700	17,762	16,994
	DRIED TOMATOES	354	501	4,716	4,491	5,957	1,446	2,006	17,888	17,384	22,770
	OTHER DEHYD VEGETAB	5,009	6,161	76,778	73,421	90,749	4,373	5,420	47,366	54,658	60,330
	OTHER CANNED VEGETA	14,947	21,197	153,695	187,100	207,555	15,683	19,256	156,983	183,539	211,432
	Subtotal:----	61,089	52,780	450,295	460,213	584,168	66,646	60,110	461,692	510,041	616,866
FROZEN VEGETABLES	MT										
	BROCCOLI FZN	9,380	10,131	101,835	130,146	130,634	5,613	5,409	69,031	76,975	87,418
	CAULIFLOWER FZN	314	317	25,730	22,186	29,523	210	219	21,854	14,093	24,636
	POTATO FZN	11,720	14,815	100,543	124,315	130,215	6,355	9,455	55,577	75,131	72,129
	OTHER VEG FZN 1/	27,729	10,278	114,947	107,243	149,601	9,785	8,236	81,002	78,242	105,616
	Subtotal:----	49,143	35,541	343,055	383,890	439,973	21,969	23,321	227,466	244,442	289,800
TREE NUTS	MT										
	BRAZILS TOT	2,135	1,611	7,430	6,990	11,720	3,195	2,342	12,743	12,514	19,757
	CASHEWS TOT	4,945	5,449	47,057	40,924	64,366	23,215	23,488	202,647	177,733	280,857
	COCONUT	6,191	5,839	51,298	41,184	68,463	5,033	4,785	41,627	33,254	56,557
	PECANS	361	394	12,091	23,284	13,178	1,385	2,371	28,241	62,258	32,545
	OTHER NUTS	980	1,183	12,298	16,842	17,689	4,276	4,750	46,773	63,949	64,870
	Subtotal:----	14,614	14,477	131,176	129,226	175,419	37,106	37,740	332,033	349,710	454,587
NURSERY PRODUCTS	M										
	CARNATIONS	66,797	87,703	876,658	936,930	1,057,314	5,228	9,190	75,067	88,353	88,833
	CHRISTMAS TREES	0	0	2,028	2,012	2,029	0	0	17,111	17,259	17,116
	CHRYSANTHEMUMS	40,518	45,073	433,794	482,165	562,356	4,446	5,686	54,188	56,046	66,608
	ROSES	46,457	53,913	544,062	597,601	677,762	7,822	10,200	101,366	114,855	124,203
	TULIP BULBS	0	0	64,803	77,700	302,490	0	0	7,807	9,495	34,441
	OTHER CUT FLOWERS	0	0	0	0	0	8,652	12,040	95,978	120,134	122,628
	OTHER NURSERY PRODU	0	0	0	0	0	10,196	11,309	166,767	199,406	226,569
	Subtotal:----	153,773	186,689	1,921,347	2,096,412	2,601,952	36,346	48,426	518,288	605,550	680,401
HOPS & PRODUCTS	MT										
	HOPS & PELLETS	64	144	5,049	4,967	5,291	331	857	32,779	33,891	33,104
	OTHER HOP PRODS	1	7	697	554	703	28	40	4,239	3,380	4,251
	Subtotal:----	66	151	5,747	5,522	5,995	360	897	37,018	37,272	37,356
WINE	KL										
	RED WINE	11,501	11,476	85,898	95,169	113,743	39,722	38,593	294,502	347,228	386,908
	SPARKLING WINE	1,796	1,349	23,341	21,971	31,087	16,690	14,836	199,718	193,745	276,616
	WHITE WINE	9,948	8,101	76,834	71,349	100,106	28,382	25,965	226,764	229,909	293,701
	OTHER WINE PRODUCTS	0	0	0	0	0	7,242	6,450	55,330	56,524	72,239
	Subtotal:----	23,246	20,926	186,074	188,490	244,937	92,039	85,845	776,316	827,407	1,029,466
MISCELLANEOUS	KL										
	BEER & BEVERAGES	138,065	130,779	945,029	982,161	1,320,904	113,070	109,514	771,024	825,488	1,083,435
	OTHER MISC.	0	0	0	0	0	71,692	79,409			



## EXPORT NEWS AND OPPORTUNITIES

### GSM-102 credit guarantee program targets India and Mexico

The GSM-102 program has been quite active during the past month. An allocation of 15 million dollars of GSM-102 coverage for exports of U.S. tree nuts (pistachios, walnuts, and almonds) to India has been made available for FY 1995. In Mexico, almonds were listed in the basket of commodities available for GSM-102 coverage, and the total amount of credit guarantees was increased to \$1.5 billion. Also in Mexico, an additional \$500,000 of hops and products were registered, bringing the total to \$3.7 million thus far in FY 1995. No other activity was noted in the program since the August 1995 report. Under the GSM-102 credit guarantee

program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable letter of Credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. A slightly different approach has been specified for the FY 1995 program for Russia, which offers coverage only on 90-day terms. These repayment terms are also available for Mexico. Note: applications to include other horticultural commodities and products in GSM-102 programs will be considered by FAS. (For further information on the GSM-102 program for horticultural commodities, contact Ross G. Kreamer, 202-720-9903.)

### FY 1995 GSM-102 Credit Guarantee Coverage 1/

Country/Commodity	Announced Allocations FY 1995 (\$1,000)	Exporter Applications Approved (\$1,000)	Balance (\$1,000)
<b>China</b>			
Assorted 2/	100,000	0	100,000
<b>Indonesia</b>			
Potatoes 3/	2,000	0	2,000
<b>Mexico</b>	1,500,000	1,264,000	236,000
Almonds			
Fresh Fruits 4/		3,800	
Hops		3,700	
<b>Russia 5/</b>	9,500	0	9,500
<b>Tunisia</b>			
Almonds/Walnuts	500	0	500
Raisins	500	0	500
<b>Andean Region 6/</b>			
Tree Nuts and			
Fresh Fruits 7/	1,000	0	1,000
<b>Brazil</b>			
Fresh Fruit 8/	5,000	0	5,000
<b>India</b>			
Treenuts 9/	15,000	0	15,000

1/ Coverage announced through August 11, 1995.

2/ Assorted commodities. Chinese phytosanitary regulations currently permit imports of apples, cherries, and hop products.

3/ Cut and frozen for french fries.

4/ Apples, pears, plums, peaches, nectarines, kiwifruit, and strawberries.

5/ Apples, oranges, tangerines, lemons, pears, canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach). Sales must be registered by July 1, 1995; final export date is July 31, 1995.

6/ Includes Bolivia, Colombia, Ecuador, El Salvador, Peru, and Venezuela.

7/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries.

8/ Apples, grapes, and pears.

9/ Walnuts, pistachios, almonds.



## Taiwan's liberalized beer market expands U.S. export opportunities

The total value of Taiwan beer imports increased dramatically from \$22 million in 1993 to \$58 million in 1994, a jump of 160 percent. From July 1993 to June 1994, Taiwan imported 62 million cans of beer, an increase of 69 percent over the previous year. Industry sources are predicting that beer imports will increase between 150 and 200 percent over the next five years. Taiwan's progress in liberalizing the domestic alcoholic beverage market is reflected in these increases.

U.S. beer exports to Taiwan in 1994 increased by over 100 percent from the previous year to 32 million liters, and were valued at US\$ 21.4 million. As a result, the United States was the leading supplier of beer to Taiwan with a 54 percent market share. Germany was second with an 20 percent share and The Netherlands third with an 11 percent share. In 1995, U.S. beer exports to Taiwan from January to June have already exceeded 30 million liters and are likely to surpass last year's totals. A promising strategy for continued success in this competitive market will be targeting Taiwan's 20 to 30 year old age group of college students and young

### U.S. Beer Exports To Taiwan 1990-1995



F - Forecast

Source: U.S. Bureau of the Census

professionals. This generation of affluent and well-traveled youth has a positive image of foreign beer and are likely to experiment with new, and especially western products. Exporters

### Taiwan Beer Imports by Country of Origin 1994

	1994 Percentage Share of Import Market
United States	54
Germany	20
Netherlands	11
Canada	4
Phillipines	4
Mexico	3
Hong Kong	1
Others	3

Source: U.S. Agricultural Attache Reports

are encouraged to use promotions in Taiwan's vast network of popular pubs, where approximately 50 percent of imported beer is consumed, to reach this promising market.

These opportunities have increased, in part, because of Taiwan's attempt to enter the World Trade Organization in 1995. Taiwan has taken several steps to liberalize its markets. This includes ending the government monopoly on imports of alcoholic beverages and the fifty year ban on imported beer. Domestic production currently accounts for a decreasing, but overwhelming 93 percent of market share. In July 1995, for the first time, import tariffs were reduced and foreign brewers are now allowed to locate production facilities in Taiwan. There are no quotas and the current tariff is approximately U.S.\$1.15 per liter. The Taiwan Tobacco and Wine Monopoly (TTWMB), which has controlled liquor imports since 1961, is transforming into a corporate organization in order to export effectively and compete in the liberalized market of the future. Taiwan's Ministry of Finance will now have the authority to approve, manage, and tax liquor and tobacco imports.

## **Apple sales to Indonesia soar to record level**

The Washington State Apple Commission reported in early July that 1994/95 sales of apples to Indonesia topped 2 million boxes (38,000 tons), making that country Washington State's fifth largest market. Industry sources report that U.S. apples, the bulk of which originate in Washington State, dominate the market, accounting for approximately 60 percent of total imports. According to Census Bureau data, U.S. apple exports to Indonesia over the 5-year period ending in CY 1994 surged to \$18.5 million, a 13-fold increase; they had been only \$1.4 million in CY 1990 under a special import licensing arrangement. Indonesia officially lifted its import restrictions on fruit, including apples, in June 1991. The Washington State Apple Commission has been active in Indonesia for several years and has effectively utilized the Market Promotion Program in facilitating the growth of the market. The increase in sales was also aided by reductions in the import duty which occurred in 1993 and 1994. Barring economic difficulties in this country of 191 million consumers, prospects are bright for continued growth in U.S. apple sales.

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **U.S. peaches & nectarines gain access to New Zealand**

USDA's Animal and Plant Health Inspection Service (APHIS) and its counterpart agency in New Zealand finalized a phytosanitary protocol the week of July 24 that clears the way for peaches and nectarines in five California counties (Fresno, Kern, Madera, Merced, and Tulare) to be exported to New Zealand. The addition of New Zealand as an eligible export destination for U.S. peaches and nectarines is expected to boost sales prospects for an industry that registered exports to all destinations totalling \$67 million in CY 1994. Industry sources have estimated near-term market potential in New Zealand at \$1 million annually. While this latest action opens a new and promising market for

California stone fruit, a number of promising potential markets, including China, Korea, Australia, and Chile, remain closed to U.S. producers and exporters, due to phytosanitary restrictions. Efforts to open those markets are ongoing.

### **Brazil waives new import requirements for U.S. fruits and vegetables**

In March 1995, the Government of Brazil established more restrictive phytosanitary import requirements for a number of U.S. commodities, including fresh fruits and vegetables, as part of its effort to harmonize phytosanitary requirements with other MERCOSUR (Southern Cone Common Market) countries. Brazil did not publish its phytosanitary import requirements before implementation nor notify its trading partners of the changes, as required under provisions of the GATT/WTO.

After close analysis, the U.S. industry determined it could not meet the new requirements. Shipments of affected commodities destined for Brazil, including apples, pears, grapes, peaches, and tomatoes, risked delays because Brazil did not allow a grace period to implement its new requirements.

In response to an official request from USDA the week of August 14 requesting an immediate waiver of the new phytosanitary regulations. Brazilian officials granted, on August 24, a waiver until December 31, 1995, that will ensure continued access for U.S. agricultural products, according to the Agricultural Counselor in Brasilia. Brazil has already directed its ports to release U.S. product already in country. The next step is for technical officials from both countries to meet and agree on alternative measures. In the meantime, APHIS technical experts continue to review Brazil's import requirements for other commodities while coordinating with the U.S. industry alternative means to satisfy Brazil's pest concerns.

Brazil's emergence last year as an important new market for U.S. apples, pears, and table grapes has served to heighten industry concern over

these recent developments. Exports of U.S. apples, pears, and table grapes to Brazil totaled \$14 million from July 1994 to May 1995, far exceeding last year's total shipments of \$2 million. Industry representatives expect even greater market potential for the coming season based on recent trade missions to Brazil.



## European Union Exports of Horticultural Products in 1993

European Union (EU-12) horticultural exports declined 1 percent in dollar terms in 1993 to \$8.98 billion but increased in ECU terms by 10 percent and in volume by 27 percent. Since 1988, exports are up 31 percent in dollar terms, 32 percent in ECU terms, and 49 percent by quantity. This is in line with the general growth in horticultural trade world-wide. With a larger decline in the dollar value of imports, the EU's trade deficit in horticultural products declined from \$5.5 billion in 1992 to \$3.9 billion in 1993. Wine exports continued to drop, along with non-citrus fruit and nursery products, while citrus, fresh vegetables, and processed products continued on an upward swing.

European Union horticultural exports to all non-EU countries totalled \$8.98 billion in 1993, less than 1 percent below 1992's \$9.03 billion.<sup>1</sup> In European Currency Unit (ECU) terms, exports increased 10 percent to ECU 7.66 billion. The quantity of exports also increased to 9.02 million metric tons, a jump of 27 percent.

The main reason for the decline in dollar terms is an increase in the average value of the dollar vis-a-vis EU currencies between 1992 and 1993. The ECU slipped in value from \$1.2968 in 1992 to \$1.1723 in 1993, a decline of 10 percent.

*The Netherlands* was again the largest exporter at \$2.3 billion. Beer (\$589 million -- up 7 percent), fresh vegetables (\$542 million -- up 11 percent), and nursery plants other than cut flowers (\$527 million -- down 6 percent) were the leading categories.

*France* was the second leading supplier, with \$1.9 billion (down 7 percent). Over \$1.4 billion of this amount was wine. The third leading supplier, Italy, had exports totalling \$1.5 billion (up 3 percent). Wine was the leading product with just over \$500 million.

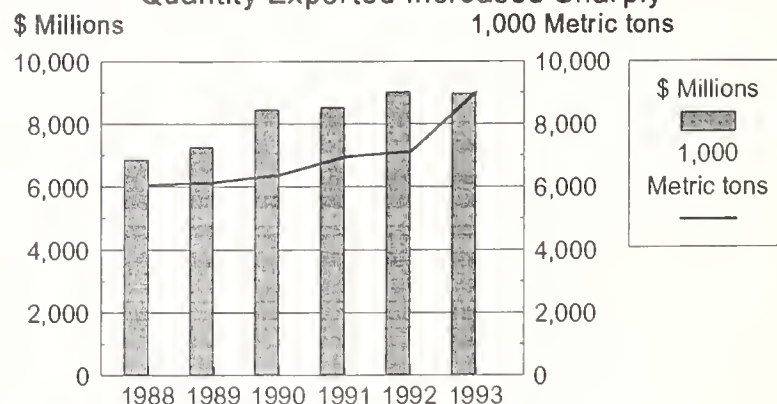
Since 1988, exports have increased by 32 percent in ECU terms, 49 percent by quantity. This contrasts with horticultural export growth in the United States, where value has increased 52 percent in the last 5 years, and quantity has increased 39 percent. In the EU, average unit value has declined, while it has increased in the United States.

Most horticultural exports take place within the

EU, with other EU member states. (See "European Union Imports of Horticultural Products, 1993" in the April 1995 issue of *World Horticultural Trade and U.S. Export Opportunities*.) Still, the EU is a net importer of horticultural products, exporting a total of \$8.98 billion, while importing \$12.89 billion. This horticultural trade deficit narrowed in 1993 as net imports dropped substantially from 1992 -- from \$5.5 billion in 1992 to \$3.9 billion in 1993.

<sup>1</sup> This analysis does not include the three new member states of the European Union, Austria, Finland, and Sweden. The product definition for European Union horticultural products has been slightly revised since 1992 to exclude all spirits trade. This definition is directly comparable with U.S. trade statistics describing total horticultural trade.

While the Dollar Value of EU Exports Declined in 1993, Quantity Exported Increased Sharply



Source: Eurostat and International Monetary Fund.

The product mix of EU horticultural exports is very different from that of the United States. In the EU, certain high valued, processed products are much more significant. The EU exports wine and beer at a much higher level. Another high value item, nursery products, including bulbs, is a much more significant export item in the EU than in the United States. By contrast, tree nuts, a high value category, is a much more important category in U.S. horticultural exports than in the EU.

U.S. tree nut exports outweigh EU exports by more than 5 to 1. Another major export category for the United States is juice -- which is relatively unimportant to European Union exporters. Both the United States and the EU are large importers and exporters of fresh fruits and vegetables.

The European Union's leading market is the United States at \$1.98 billion, just 3 percent off 1992's \$2.03 billion, and only 3 percent above the 1988 figure of \$1.92 billion. Most other EU exports went to Switzerland, followed by two of the three countries that this year acceded to the European Union, Sweden and Austria. EU exports to these three countries totaled \$1.22 billion, \$745 million, and \$620 million; down from 1992 by 10 percent, 8 percent, and 8 percent, respectively. Japan was next, with \$480 million, unchanged from 1992.

While exports to the EU's traditional markets stagnated, exports to central European and former Soviet Republics increased dramatically, with Russia now the sixth leading market at \$308 million. This is more than double 1992's \$147 million and more than 10 times the 1988 figure of \$36 million for the entire former Soviet Union.

## Fresh Fruit

The fresh fruit category is growing faster than others, up 53 percent in dollar terms since 1988, up 76 percent in quantity. Fresh fruit exports totaled \$1.14 billion in 1993, up 6 percent from 1992. This was mainly a result of an increase in mandarin/tangerine exports. Deciduous fruit exports had not recovered from the poor weather in 1992. Citrus exports are the lead grouping among fresh fruit. *Oranges* were the largest single category, at \$252 million (up 1 percent). Major

destinations included Poland (\$29 million), Austria (\$24 million), and Switzerland (\$23 million). *Tangerine* (mandarin) and citrus hybrid exports were \$151 million, up 27 percent. Switzerland, Poland, Sweden, and Austria were the leading destinations, with EU exports at \$27 million, \$26 million, \$16 million, and \$16 million, respectively. *Lemon* exports were \$100 million, a whopping 45 percent increase over 1992. Leading destinations were Poland (\$19 million) and Russia (\$13 million).

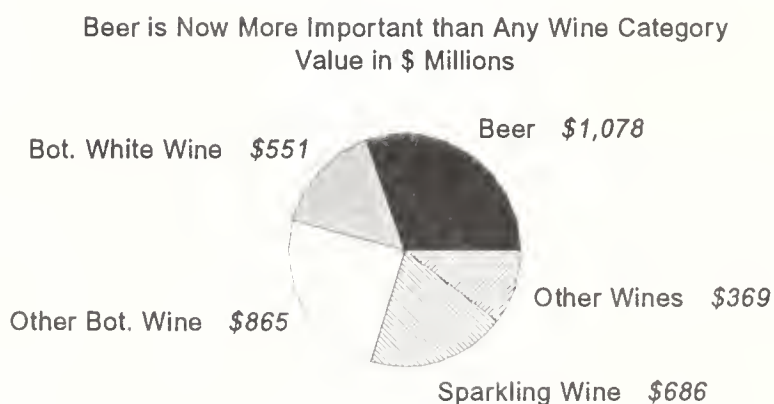
Among non-citrus fruit, apples regained top billing from grapes in 1993 after a poor 1992 season. *Apple* exports climbed to \$148 million, 48 percent over 1992's \$100 million. Sweden was the leading destination with \$28 million. *Grapes* were the second largest export category. Grape exports were \$118 million (up slightly over 1992), with Switzerland the leading non-EU destination, at \$32 million, followed by Austria, at \$26 million.

*Peach/nectarine* exports were third with \$94 million. Again, Switzerland was the leading market with \$31 million, followed by Austria with \$22 million.

*Kiwifruit* exports increased again in 1993 to \$55 million, and have tripled since 1988. Austria (\$8.7 million) and Switzerland (\$5.3 million) were the leading destinations.

## Wine and Beer

Wine and beer are the EU's most important horticultural exports. The growth in wine exports lags behind the overall growth in EU horticultural exports. Wine increased by 17 percent in



Source: Eurostat and IMF



quantity from 1988 to 1993, while the dollar value increased only 13 percent. Beer exports have increased more rapidly, going up 49 percent by quantity since 1988, and up 43 percent in dollar terms.

In 1993, EU *wine* exports to all non-EU countries were \$2.47 billion, a 4 percent decline from 1992, and only 13 percent above 1988. However, by quantity, exports totaled 1.41 billion liters, up 33 percent from 1992, and 16 percent above 1988.

*Beer* exports were \$1.08 billion (up 2 percent from 1992 and 42 percent above 1988). Quantity of exports totaled 1.2 billion liters, up 9 percent from 1992, and up 48 percent from 1988. For beer exports, the United States was the leading destination, taking over half (\$548 million). Switzerland was second, with \$54 million.

*Bottled wines other than white* were the largest wine category, with exports totalling \$865 million, down 10 percent from 1992. In quantity terms, exports were up 11 percent over 1992 to approximately 325 million liters. The United States was the leading destination with \$331 million, followed by Switzerland with \$136 million, and Japan with \$68 million. *Bottled*

*white wine* exports were \$551 million, another decline, down 14 percent. Leading destinations were the United States (\$202 million), Japan (\$87 million), and Canada (\$81 million). Quantities were up, however, to 250 million liters (up 11 percent).

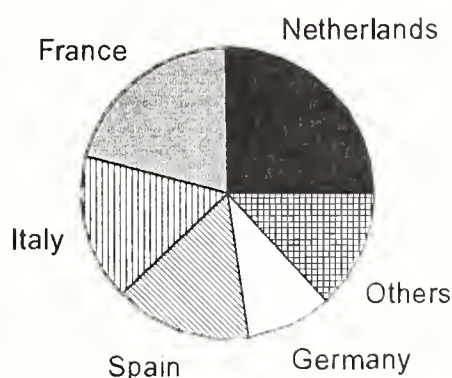
While the value of bottled wine exports dropped, *sparkling wine* exports totalled \$686 million in 1993, up 19 percent over 1992. Leading destinations were the United States (\$252 million), Switzerland (\$97 million), and Russia (\$67 million).

*Bulk wines other than white* exports were \$181 million in 1993, off 14 percent. Most went to Switzerland (\$102 million). *Bulk white wine* exports reached \$61 million, little changed from 1992. Major destinations were Russia (\$14 million) and Sweden (\$10 million).

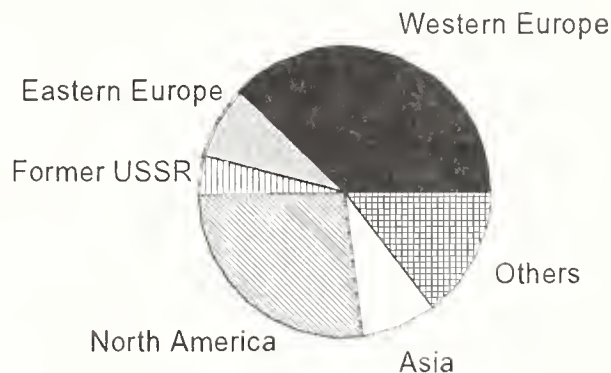
### Fresh Vegetables

EU fresh vegetable exports increased 7 percent in 1993, to \$1.02 billion. Quantity of exports climbed a dramatic 28 percent to 1.9 million tons. (Almost half of the quantity, 897,000 tons, was potatoes.) The Dutch are the leading supplier of fresh vegetables -- over half come from the Netherlands.

## Most EU Exports Go to Other Parts of Europe and North America While Coming from Netherlands, France, Italy and Spain



Where exports come from



Where exports go

Source: Eurostat and International Monetary Fund.



Since 1988, the quantity of exports has increased by 52 percent, while dollar value has increased 53 percent. By value, tomatoes was the leader with \$203 million, a 28 percent climb from 1992. Sweden (\$44 million), Switzerland (\$34 million), and Poland (\$33 million) were the leading destinations. *Potato* exports (table and seed) dropped to \$198 million, down 9 percent. EU potatoes are exported to all regions of the world. *Sweet pepper* exports went up again to \$139 million in 1993, up 8 percent. Leading destinations were the United States (\$42 million) and Sweden (\$20 million). *Lettuce* exports were \$54 million, little changed from 1992. Sweden was the leading destination with \$16 million.

### Processed Products

*Processed fruit and vegetable product* exports come from several member states, including France, Germany, Italy, and the Netherlands. *Canned tomato* exports (mostly from Italy) increased to \$325 million in 1993, up 13 percent from 1992 but 7 percent below 1988. (The quantity of exports in 1993 totaled 471,000 tons, up 35 percent over 1992, and 14 percent over 1988.) Major destinations included Japan (\$27 million), Saudi Arabia (\$24 million), and Switzerland (\$23 million). *Olives* declined in value to \$241 million, off 12 percent from 1992, but up 29 percent from 1988. (Quantities shipped actually rose 9 percent in 1993 to 121,000 tons). The leading destinations were the United States (\$133 million), Canada (\$15 million), and Saudi Arabia (\$15 million). In 1992, *canned peach* exports dropped to \$81 million, a 6 percent drop from 1992, but 84 percent above 1988. Leading destinations were Japan with \$23 million and Argentina with \$11 million. By quantity, exports totaled 123,000 tons, up 4 percent from 1992 and 81 percent above 1988.

*Frozen processed potato* exports (mostly from the Netherlands) were \$52 million in 1993, an increase of 6 percent from 1992, and more than double the 1988 figure of \$22 million. By quantity, exports increased 30 percent in 1993 to 81,000 tons (more than triple 1988's 28,000 tons). Leading destinations were Sweden with \$9.5 million and Saudi Arabia with \$6.2 million. *Canned mushroom* exports dropped 11 percent from 1992 to \$40 million. The top destination

was Israel (\$6.5 million).

### Cut Flowers and Nursery

In this category as well, the Netherlands is the leading supplier.

EU exports of *cut flowers* dropped in value to \$382 million, off 10 percent from 1992. In quantity terms, they increased 23 percent over 1992 to 51,000 tons. Since 1988, exports have climbed 71 percent by quantity, up 32 percent in dollar terms. The most important destinations were Switzerland (\$100 million), Austria (\$72 million), and the United States (\$55 million). Exports of *bulbs, tubers, and related growing stock* totalled \$298 million in 1993, a decline of 6 percent from 1992, but up 61 percent from 1988. Leading destinations were the United States (\$90 million), Japan (\$69 million), and Sweden (\$27 million). *Live indoor plant* exports also dropped in 1993 to \$295 million, off 6 percent from 1992, but 38 percent above 1988. Switzerland (\$76 million), Sweden (\$75 million), and Austria (\$57 million) were the leading destinations. *Live outdoor plant* exports also dropped in 1993 to \$107 million. That was a decline of 13 percent from 1992, but 19 percent above 1988. Leading destinations included Switzerland (\$29 million), Sweden (\$19 million), and Austria (\$19 million).

### Hops

*Hop* exports (mostly from Germany) took a 23 percent decline in 1993 to \$88 million. This was just slightly above 1988's \$87 million. The United States was the leading destination with \$14 million.

### Tree Nuts

Tree nut exports in 1993, mostly walnuts from France and hazelnuts from Italy and Spain, were \$138 million, down 11 percent from 1992 and 8 percent off from 1988. Major destinations were Switzerland (\$40 million) and Austria (\$13 million).

(Mark Thompson, 202-720-6877)

**Total EU-12 Horticultural Exports to Non-EU Countries  
by Country of Origin, 1988 - 1993**

<b>Value in \$ Millions</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>	<b>1992</b>	<b>1993</b>
The Netherlands	\$1,406	\$1,446	\$1,874	\$1,946	\$2,184	\$2,268
France	\$1,760	\$1,870	\$2,083	\$1,965	\$2,000	\$1,858
Italy	\$1,170	\$1,204	\$1,398	\$1,364	\$1,409	\$1,457
Spain	\$1,100	\$1,132	\$1,196	\$1,184	\$1,319	\$1,358
Germany	\$634	\$652	\$815	\$919	\$865	\$849
Greece	\$159	\$274	\$303	\$313	\$361	\$350
United Kingdom	\$157	\$167	\$220	\$226	\$240	\$256
Denmark	\$217	\$214	\$264	\$274	\$286	\$245
Belgium/Luxembourg	\$95	\$107	\$121	\$140	\$151	\$168
Portugal	\$164	\$193	\$169	\$178	\$201	\$154
Ireland	\$8	\$8	\$9	\$12	\$16	\$17
<b>Total</b>	<b>\$6,869</b>	<b>\$7,269</b>	<b>\$8,452</b>	<b>\$8,520</b>	<b>\$9,032</b>	<b>\$8,980</b>

<b>Value in ECU Millions</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>	<b>1992</b>	<b>1993</b>
The Netherlands	1,187	1,312	1,472	1,569	1,684	1,935
France	1,487	1,697	1,636	1,584	1,543	1,585
Italy	988	1,092	1,098	1,099	1,086	1,243
Spain	929	1,027	939	955	1,017	1,158
Germany	535	592	640	741	667	724
Greece	134	249	238	252	278	299
United Kingdom	133	152	173	182	185	218
Denmark	183	194	207	221	220	209
Belgium/Luxembourg	81	97	95	113	117	143
Portugal	139	175	133	144	155	131
Ireland	7	7	7	9	13	15
<b>Total</b>	<b>5,802</b>	<b>6,594</b>	<b>6,639</b>	<b>6,868</b>	<b>6,965</b>	<b>7,661</b>

<b>Quantity in 1,000 MT</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>	<b>1992</b>	<b>1993</b>
The Netherlands	1,280	1,242	1,433	1,504	1,818	2,343
France	1,360	1,283	1,200	1,229	1,298	1,815
Italy	1,208	1,108	1,103	1,053	1,178	1,568
Spain	228	433	494	573	640	842
Germany	889	895	851	764	718	840
Greece	482	511	615	1,060	648	711
United Kingdom	166	187	228	255	249	262
Denmark	172	189	202	214	205	228
Belgium/Luxembourg	102	124	107	130	163	221
Portugal	154	163	132	136	189	161
Ireland	23	22	25	26	25	32
<b>Total</b>	<b>6,063</b>	<b>6,158</b>	<b>6,390</b>	<b>6,945</b>	<b>7,131</b>	<b>9,023</b>

Source: Eurostat and International Monetary Fund.

**EU-12 Exports of Horticultural Products to Non-EU Countries  
by Commodity Group, 1988 to 1993**

Commodity group	1988 \$1,000	1989 \$1,000	1990 \$1,000	1991 \$1,000	1992 \$1,000	1993 \$1,000
Citrus	282,031	297,440	353,438	417,740	440,676	509,172
Fresh deciduous fruit	325,075	307,821	389,674	436,203	399,019	422,682
Misc. fresh fruit	95,720	111,917	158,111	171,610	173,223	160,631
Fresh melons	41,912	38,681	52,461	60,076	68,142	50,011
Frozen fruit	7,745	6,911	8,292	8,351	8,270	17,395
Canned fruit	112,757	150,800	152,250	150,469	182,875	176,197
Misc. prep. fruit	126,306	126,186	153,995	175,377	184,183	164,088
Olives	187,457	221,598	218,295	231,876	274,791	240,530
Dried fruit	26,250	40,094	42,780	33,490	36,143	33,151
Fruit and veg. juices	116,695	120,396	156,912	155,719	184,895	209,824
Fresh vegetables x pot.	495,346	514,477	649,761	735,354	728,738	818,529
Fresh potatoes	168,740	162,676	213,708	315,800	218,332	198,020
Prepared/pres. veg.	589,860	671,902	610,364	527,365	554,006	640,760
Frozen vegetables	119,052	132,165	153,818	152,727	163,157	180,846
Dried/dehyd. veg.	74,555	82,527	131,749	127,089	169,452	162,204
Tree nuts	150,314	160,696	156,912	155,889	154,763	137,552
Wine and must	2,180,978	2,350,757	2,627,100	2,401,164	2,572,952	2,471,766
Beer	755,918	736,806	933,741	936,102	1,061,110	1,077,622
Hops	87,132	85,914	108,607	107,915	113,766	88,146
Nursery prod. x cut flow.	603,898	607,218	777,189	831,497	918,457	839,319
Cut flowers	321,445	341,925	402,867	388,174	424,698	381,965
Total	6,869,186	7,268,907	8,452,024	8,519,987	9,031,648	8,980,410

**Quantity in Metric Tons**

Citrus	714,486	714,934	753,806	862,695	930,111	1,328,489
Fresh deciduous fruit	462,437	436,274	418,994	435,543	519,915	686,351
Misc. fresh fruit	59,208	68,358	98,466	111,763	117,956	160,521
Fresh melons	57,885	53,443	76,302	114,903	102,060	105,764
Frozen fruit	4,059	4,304	5,096	4,682	3,886	11,739
Canned fruit	130,721	187,483	167,098	149,451	183,561	198,583
Misc. prep. fruit	70,931	72,671	69,978	91,731	79,313	78,123
Olives	105,509	117,013	116,337	107,451	111,323	121,063
Dried fruit	12,450	25,796	23,008	13,738	16,619	17,013
Fruit and veg. juices	112,123	117,373	134,033	141,628	160,224	217,343
Fresh vegetables x pot.	553,992	581,945	618,598	648,483	769,981	961,974
Fresh potatoes	671,730	563,121	669,415	1,084,129	696,489	896,699
Prepared/pres. veg.	585,133	607,670	534,177	504,189	518,697	706,062
Frozen vegetables	114,158	131,826	125,118	125,141	150,345	186,346
Dried/dehyd. veg.	127,695	116,257	175,855	182,095	274,873	318,828
Tree nuts	47,972	58,693	49,790	50,528	50,708	47,215
Wine and must	1,204,343	1,191,199	1,108,107	1,034,266	1,039,207	1,409,284
Beer	804,870	858,466	960,342	980,433	1,099,154	1,197,867
Hops	12,050	12,765	13,555	11,885	12,831	10,869
Nursery prod. x cut flow.	179,659	202,204	233,638	252,595	252,363	311,424
Cut flowers	32,000	36,611	38,311	37,558	41,724	51,139
Total	6,063,411	6,158,406	6,390,024	6,944,887	7,131,340	9,022,696

Source: Eurostat and International Monetary Fund.



**EU-12 Horticultural Exports by Product to All Non-EU Countries**  
**Value in \$ Millions**

	1988	1989	1990	1991	1992	1993
<b>Fresh Citrus</b>						
Oranges	140	153	180	233	246	252
Tangerines and hybrids	69	74	92	104	119	151
Lemons	72	69	78	76	69	100
Other citrus	1	1	3	5	7	6
Total citrus	282	297	353	418	441	509
<b>Other fresh fruit</b>						
Peaches & nectarines	72	73	99	116	100	94
Other stone fruit	31	27	35	44	38	32
Grapes	90	86	109	110	116	118
Apples	94	81	105	116	100	148
Kiwifruit	18	27	43	46	51	55
Pears	42	41	42	50	46	39
Melons	42	39	52	60	68	50
Bananas and plantains	7	7	24	20	14	14
Strawberries	43	44	55	65	59	49
Others	24	34	36	41	48	34
Total other fresh fruit	463	459	600	668	640	633
<b>Wine and beer</b>						
Beer	756	737	934	936	1,061	1,078
Bottled white wine	501	558	643	597	640	551
Bottled wine o/t white	693	783	862	846	959	865
Sparkling wine	560	581	640	565	576	686
Bulk white wine	67	70	82	62	62	61
Bulk wine, o/t white	195	204	237	215	211	181
Dessert wine	71	70	62	37	42	52
Vermouth	28	29	43	32	32	31
Other	66	56	58	47	51	44
Subtotal wine	2,181	2,351	2,627	2,401	2,573	2,471
Total beer and wine	2,954	3,106	3,585	3,360	3,653	3,549
<b>Fresh vegetables</b>						
Potatoes, inc. seed	169	163	214	316	218	198
Tomatoes	93	100	134	161	158	203
Onions	32	33	42	43	42	50
Mushrooms	19	20	27	27	29	48
Lettuce	35	35	47	52	56	54
Garlic	13	17	24	23	20	27
Cucumbers	30	38	49	52	50	48
Chicory	61	57	70	74	66	64
Cauliflower	26	24	32	35	33	31
Asparagus	26	24	26	26	23	25
Sweet peppers	65	77	97	122	129	139
Other vegetables	95	89	101	120	123	130
Total fresh vegetables	664	677	863	1,051	947	1,017
<b>Fruit &amp; vegetable juices</b>	117	120	157	156	185	210
<b>Processed fruit &amp; vegetables</b>						
Canned mixed fruit	14	18	19	17	20	26
Canned peaches	45	64	61	63	86	81
Canned citrus fruit	25	40	39	40	43	30
Canned mushroom	43	49	51	40	45	40
Canned sweet corn	3	5	7	9	10	10
Olives	188	222	219	232	276	241
Canned tomatoes	351	406	339	288	288	325
Dried fruit	26	40	43	33	36	33
Frozen process potatoes	22	35	40	41	49	52
Potato starch	29	32	56	45	95	90
Fruit jams and jellies	13	15	17	17	16	22
Other processed	484	506	579	580	606	665
Total processed	1,244	1,433	1,471	1,405	1,572	1,615
<b>Nursery &amp; cut flowers</b>						
Cut flowers	321	342	403	388	425	382
Bulbs	185	184	243	274	318	298
Foliage	17	19	22	24	26	23
Outdoor plants	90	91	119	116	123	107
Indoor plants	214	224	285	307	328	295
Other nursery	97	89	109	110	124	116
Total nursery x cut flow	604	607	777	832	918	839
<b>Other products</b>						
Tree nuts	150	161	157	156	155	138
Hops	87	85	109	108	114	88
<b>Total horticulture</b>	<b>6,869</b>	<b>7,269</b>	<b>8,452</b>	<b>8,520</b>	<b>9,032</b>	<b>8,980</b>

**EU-12 Horticultural Exports by Destination, 1988 to 1993**  
**Value in \$ Millions**

	1988	1989	1990	1991	1992	1993
<b>Western Europe other than EU-12</b>						
Switzerland	\$1,190	\$1,197	\$1,415	\$1,414	\$1,352	\$1,222
Sweden	\$562	\$575	\$692	\$753	\$806	\$745
Austria	\$442	\$454	\$574	\$632	\$672	\$620
Norway	\$182	\$169	\$196	\$200	\$220	\$210
Finland	\$177	\$179	\$226	\$234	\$232	\$207
Others	\$318	\$330	\$387	\$425	\$445	\$389
<b>Total</b>	<b>\$2,871</b>	<b>\$2,904</b>	<b>\$3,490</b>	<b>\$3,658</b>	<b>\$3,727</b>	<b>\$3,393</b>
<b>Eastern Europe</b>						
Poland	\$33	\$58	\$127	\$237	\$226	\$264
Czech Republic	NA	NA	NA	NA	NA	\$126
Hungary	\$21	\$21	\$33	\$38	\$61	\$78
Slovenia	NA	NA	NA	NA	\$17	\$60
Others	\$147	\$182	\$377	\$278	\$300	\$203
<b>Total</b>	<b>\$201</b>	<b>\$261</b>	<b>\$537</b>	<b>\$553</b>	<b>\$604</b>	<b>\$731</b>
<b>Former Soviet Union</b>						
Russia	\$0	\$0	\$0	\$0	\$65	\$308
USSR	\$36	\$64	\$28	\$203	\$82	\$0
Others	\$0	\$0	\$0	\$0	\$13	\$80
<b>Total</b>	<b>\$36</b>	<b>\$64</b>	<b>\$28</b>	<b>\$203</b>	<b>\$160</b>	<b>\$388</b>
<b>North America</b>						
United States	\$1,918	\$1,902	\$1,980	\$1,835	\$2,031	\$1,976
Canada	\$316	\$378	\$387	\$375	\$365	\$364
Others	\$43	\$46	\$48	\$54	\$78	\$57
<b>Total</b>	<b>\$2,277</b>	<b>\$2,326</b>	<b>\$2,415</b>	<b>\$2,264</b>	<b>\$2,474</b>	<b>\$2,397</b>
<b>Others</b>						
Japan	\$308	\$409	\$501	\$468	\$482	\$480
Hong Kong	\$36	\$41	\$52	\$52	\$73	\$98
Saudi Arabia	\$86	\$89	\$85	\$93	\$89	\$89
Australia	\$68	\$93	\$92	\$79	\$86	\$85
Brazil	\$23	\$32	\$70	\$43	\$37	\$59
Guadeloupe	\$47	\$48	\$64	\$56	\$58	\$59
All other countries	\$916	\$1,002	\$1,118	\$1,051	\$1,242	\$1,201
<b>Total</b>	<b>\$1,484</b>	<b>\$1,714</b>	<b>\$1,982</b>	<b>\$1,842</b>	<b>\$2,067</b>	<b>\$2,071</b>
<b>Grand total</b>	<b>\$6,869</b>	<b>\$7,269</b>	<b>\$8,452</b>	<b>\$8,520</b>	<b>\$9,032</b>	<b>\$8,980</b>

Sources: Eurostat and International Monetary Fund.

Note: Totals may not add due to rounding. Only countries with 1993 EU-12 exports greater than \$50 million are shown here.

## Asparagus Production and Trade in Selected Countries

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In 1994 fresh asparagus production in 5 selected countries increased by 3 percent. A 35 percent increase in Peruvian asparagus production more than offset declines in Spain, Mexico, and Germany. Peru and the United States are the two largest asparagus producers, each respectively accounting for 35 and 27 percent of total selected country output. Selected country asparagus exports in 1994 approximated the 1993 volume. Peru is the largest fresh and processed asparagus exporter (accounting for 54 percent of selected country shipments) and registered the largest gain in exports in 1994. Peru's major markets are the European Union for processed asparagus, and the United States for fresh asparagus. U.S. fresh asparagus exports reached a record 22,018 tons in 1994. U.S. exports to Japan were valued at \$41 million compared with \$30 million in 1993. Switzerland and the European Union were the other major markets for U.S. asparagus with sales totaling over \$12 million.

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### Summary

Asparagus production in 1994 in 5 selected countries totaled 369,796 metric tons, up 3 percent from 1993. The upturn reflects larger crops in Peru and the United States. Preliminary assessments for 1995 indicate that asparagus production will be lower because of expected declines in Peru and Spain. The 1995 estimate for the U.S. asparagus crop will not be released by USDA's National Agricultural Statistics Service until January 1996.

Selected country exports in 1994 reached 132,669 tons, or about the same as the previous year's volume. Higher Peruvian and U.S. exports offset reduced shipments from Mexico, and Spain. Mexican asparagus exports declined in 1994 due to a smaller harvest. Spanish asparagus exports were down sharply in 1994 due to a smaller harvest. In recent years, increased imports of canned asparagus into the European Union (EU) from China and Peru have adversely affected Spanish export prospects and reduced asparagus plantings. Peru's exports, on the other hand, continue to increase, especially for processed asparagus. The United States is Peru's major fresh market and the EU is the dominant processed market. U.S. exports of

asparagus continued strong in 1994 with important increases to Japan and Switzerland.

### United States

The United States is the world's second largest producer of fresh asparagus. Production of fresh and processed asparagus in the United States in 1994 is estimated at 100,240 metric tons, up slightly from 1993, but down 6 percent from 1992. Favorable weather was the contributing factor for higher output in 1994, offsetting a 4 percent decline in harvested area.

Statistics for the 1995 asparagus crop will not be released by USDA's National Agricultural Statistics Service until January 1996. However, because heavy rains during January and March 1995 prevented California producers from harvesting as much area as last year and older non-hybrid fields were removed from production in Michigan, the total area harvested in 1995 is estimated down 5 percent from 1994. USDA's Market News Service reports that California asparagus shipments through June 24, 1995 were down 22 percent from last year.

The major U.S. fresh asparagus producing states



are California, Michigan, and Washington. Other states producing smaller amounts of asparagus for processing include New Jersey, Illinois, Maryland, Indiana, Oregon, and Minnesota.

California accounts for about 75 percent of the U.S. fresh market production, which is grown mainly in the northern Stockton Delta region, the Salinas Valley, the San Joaquin Valley and the Imperial

Valley. In Washington state most of the asparagus is grown in the Colombia Basin, and the Yakima and Walla Walla Valleys. In Michigan the majority of the asparagus is grown in Oceana County.

In 1994, U.S. production of fresh and processed asparagus provided \$178 million in cash receipts to U.S. farmers, up 6 percent from 1993.

#### United States: Asparagus Area and Production

Year	-----Area-----		-----Production-----			
	Planted	Harvested	Fresh	Canning	Freezing	Total
1991	37,760	36,140	62,140	32,110	7,630	101,880
1992	35,780	34,850	62,415	35,081	9,117	106,640
1993	34,460	32,840	56,790	32,114	11,013	99,930
1994	33,830	31,460	60,055	30,715	9,470	100,240

Source: National Agricultural Statistical Service

U.S. exports of fresh and canned asparagus in 1994 totaled 22,018 tons valued at \$72 million and 2,100 tons valued \$3.5 million, respectively. There is no Bureau of the Census data break out of U.S. frozen asparagus exports. In 1994, Japan replaced Canada as the number one market for fresh asparagus by accounting for 47 percent of the total export volume. Canada, formerly taking the bulk of all U.S. fresh asparagus sales, accounted for only 33 percent of total shipments during the same period. Switzerland, an important and growing U.S. market for fresh green asparagus, accounted for 11 percent of the total volume, up 32 percent from 1993. U.S. fresh asparagus sales to Hong Kong rose from 56 tons in 1992 to 113 tons in 1994. Other important U.S. markets in 1994 were Germany and Italy, also major world producers and suppliers, and the United Kingdom.

The European market is especially attractive to U.S. asparagus exporters because Europeans prefer the jumbo spears that are not popular in the United States. This in combination with European knowledge of asparagus, makes Europe an excellent outlet for U.S. asparagus.

U.S. marketing efforts for asparagus in Germany are focused on increasing the German consumer

awareness that green asparagus is good for one's health and is available year round in either fresh or processed form. U.S. market promotions in Germany include active in-store and restaurant promotions.

In Switzerland, a traditional market for white asparagus spears, U.S. marketing efforts are focused on highlighting the versatility of U.S. green asparagus and its use in preparing Swiss cuisine.

In 1994, Australia, the United Kingdom, Japan, Iceland, and Mexico accounted for 68 percent of the total volume of U.S. canned asparagus exports.

U.S. imports of fresh and frozen asparagus in 1994 totaled 29,400 tons valued at \$45 million and 834 tons valued at \$1.3 million, respectively. Mexico, which traditionally accounts for the largest share of total U.S. fresh imports, accounted for 61 percent of fresh imports in 1994. Peru is the second largest supplier of fresh green asparagus to the United States, accounting for 28 percent of total imports during the same year. Other significant suppliers included Chile with 6 percent, Guatemala with 2 percent, and Argentina and Colombia each accounting for about 1 percent.

U.S. frozen asparagus imports were supplied primarily by Mexico with 216 tons, China with 179 tons, Peru with 174 tons, and Chile with 140 tons.

## **Spain**

Fresh asparagus production in Spain in 1995 is expected to total only about 75,400 tons, down 9 percent from 1994. The reduction is due to unprofitable prices paid to farmers, a decrease in canned production, and larger imports of both canned and fresh asparagus from China and South American countries, mainly Peru. Another factor affecting production was the shortage of irrigation water due to Spain's 4 year drought situation.

In Spain approximately 80 percent of the area planted to asparagus is under irrigation. The major asparagus areas in Spain are the Ebro River basin (Navarra, Rioja, and Aragon), Castilla-Leon, Castilla-La Mancha, Extremadura and Andalucia. Extremadura and Andalucia account for about half of the total acreage used for asparagus production in Spain, and are also the main producing areas in the country for green asparagus.

Asparagus has been until very recently one of the largest vegetable crops produced in Spain in terms of volume. However, in recent years area planted to asparagus has declined due to competition from imports. In 1994 asparagus area in Spain was estimated at 20,900 hectares, continuing the downward production trend that began in 1991, when area peaked at a record 23,394 hectares.

Spain's consumption of asparagus increased dramatically during the last decade, but has stabilized during the last few years. Consumption in 1994 is estimated at 64,828 tons, down from 80,470 tons in 1993. Declining demand for canned asparagus has been offset somewhat by an increase in consumption of both fresh and frozen asparagus.

Recently several frozen food processing companies began selling asparagus mixed with either garlic stalks or with shrimp. These preparations are becoming increasingly popular for consumers to combine with eggs for a

convenient meal. During the celebration of the SIAL Food Show in Paris, 1994 edition, this product mixture obtained an innovative prize.

Spanish imports of asparagus take place mainly during the off-season months between October and January. In 1994 Spain imported almost 1,700 tons of asparagus, up 1,500 percent from the previous year. In 1994, Spain's imports of asparagus from the United States were zero, while in 1993 imports from the United States were 2 tons. The main fresh asparagus suppliers to Spain, are Morocco, Peru and Chile.

In 1994, Spain exported 20,151 tons of asparagus, down 5 percent from 1994. This downward trend is expected to continue in 1995 due to reduced production.

Asparagus growers have become increasingly vocal with Spanish and EU authorities in complaints against increased canned asparagus imports from third countries, mainly Peru and China. Prices paid for third country canned asparagus continue to be about 30 to 50 percent below the prices paid for Spanish asparagus. Growers have requested a special safeguard clause to protect domestic production against canned imports.

In Spain's Ebro basin area where most of the asparagus production is used for canning, asparagus growers are becoming especially concerned over the dramatic increase in the amount of canned asparagus imports from Peru and China.

Spanish authorities have indicated that they are currently requesting production aids for white asparagus producers during negotiations within the EU Open Market Committee (OMC) for vegetables. These aids would be targeted towards compensating Spanish producers to offset what are extremely low production and labor costs in competing asparagus producing countries such as China and Peru.

## **Mexico**

Production of fresh green asparagus in Mexico in calendar year 1995 is forecast to reach 28,500 tons, up 2 percent from the revised 1994

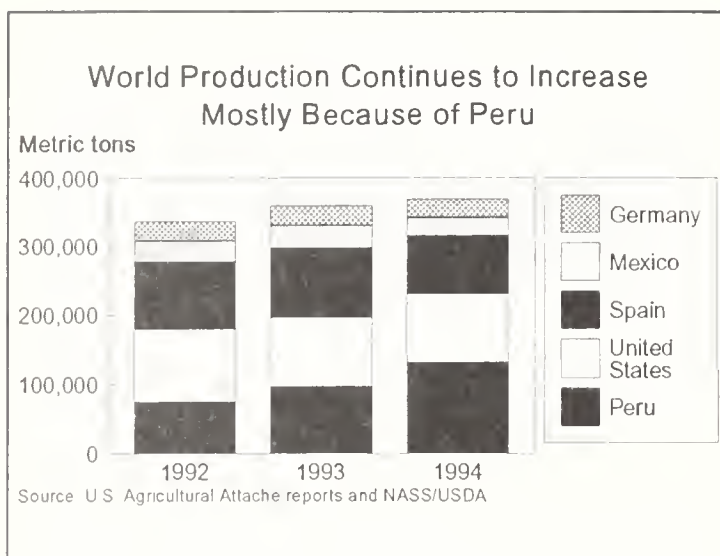
estimate. The high cost of production, financial constraints, and low returns are limiting the acreage planted to asparagus in Mexico. Area planted to asparagus in 1995 is estimated at 11,000 hectares, the same level as the previous year. Also, strong competition from Chile and Peru for shares of the U.S. market could slow Mexico's asparagus production and exports in coming years.

Over 95 percent of the asparagus produced in Mexico is grown in the states of Sonora, Baja California and Guanajuato, with the rest of the production coming from the states of Nuevo Leon, Coahuila and Baja California Sur. Mexico produces two crops. The major crop is harvested in Baja California and Sonora from late December through early April. A second, but smaller crop is harvested from late June through September in the Bajio region (Guanajuato State). The predominant varieties in Mexico originate from California. Most of the asparagus grown in Mexico is green, but there is still some white asparagus production in the Bajio region.

Asparagus production in Mexico needs about 2 to 3 years to reach initial production and has a commercial life span of seven years. Growers have several alternative irrigated crops other than asparagus such as alfalfa, onions, garlic, cauliflower and broccoli. Reportedly, growers could switch to these crops if asparagus continues to be less profitable to produce. Labor is abundant for all harvesting and packing operations.

Asparagus production costs in Mexico are expected to increase at the rate of inflation in 1995. The Mexican government has estimated that domestic inflation will be about 45 percent in 1995, but private sources forecast an inflation rate closer to 60 percent.

The Mexican government has no support policies for asparagus and virtually all subsidies for fertilizers, electricity, pesticides and other inputs have been eliminated. The government support program "PROCAMPO" does not include assistance for horticultural producers. However, to make Mexican producers more competitive, the Government of Mexico removed import tariffs for most inputs, including machinery, fertilizers, and pesticides in March 1993, which



partially offset the effects of the removal of input subsidies.

The cost of production has increased significantly over the last year. Currently, the average cost of establishing one hectare of asparagus in Guanajuato is about US \$4,167 per hectare, compared to US \$1,250 per hectare in calendar year 1994. This cost includes fertilizers, fungicides, irrigation, and harvesting. Growers indicate that the most expensive inputs continue to be fertilizers, herbicides, fungicides, and asparagus seed. The cost of these inputs represent about 25 percent of the total cost of production for asparagus.

Virtually all of the asparagus destined for domestic consumption is distributed by the major wholesale markets throughout the country. The wholesale distributors continue to sell mostly to restaurants, as well as to supermarkets, chain stores and hotels. According to growers, about 120 twelve (12) pound boxes per week are sent from the Bajio region to Mexico City during the peak harvest season. In Mexico, there is a problem with shelf spoilage because handling of the product in stores and chain supermarkets is poor. However, with all the improvements and technical training seminars held with supermarkets on handling and storage of fresh fruits and vegetables, these conditions are improving.

In calendar year 1995, fresh asparagus exports from Mexico are forecast to reach 18,600 tons, up slightly from 18,200 tons in 1994. Exports fell in 1994 from the previous year's level primarily



as a result of the smaller crop.

Mexico starts the export season to the United States from the last week of December to the end of January, when there is almost no production in the United States. Prices are traditionally high during this period. Mexico's exports to the United States continue until March when production begins in the Stockton/Delta region in California. Mexico exports smaller quantities during the summer, from the last week in June to the end of September. Mexico also exports small amounts of asparagus to Japan, Canada, the United Kingdom, and France.

Mexican asparagus imports are very small, ranging from 20 to 100 tons annually. Most of the asparagus is imported from the United States. Since Mexico signed a Free Trade Agreement with Chile, imports from that country have increased. However, due to the peso devaluation and the poor economic situation in Mexico, imports for 1995 are not expected to total more than 20 tons.

Asparagus imports into Mexico are subject to a 10 percent import tax, except for the United States, where under the NAFTA regulations, there is a separate tariff schedule. Mexico will match the U.S. seasonal tariff lines and phase-out schedule, but will use a 10 year transition period instead of a 15 year period that the United States will use. The tariff classification numbers are 0709201000 and 0709209000.

**Under NAFTA, U.S. asparagus exports to Mexico will be subject to the following duties:**

Mexico's asparagus tariff schedule for imported asparagus from the United States are: January 1 to 31, duty is 8 percent in 1995 with a 10 year phase out; February 1 to June 30, duty is 8 percent with a 10 year phase out; July 1 to December 31, duty is 6 percent with a 5 year phase out; September 15 to November 15, duty is free with an immediate phase out; and January 1 to December 31 (white asparagus), duty is free.

## Peru

Asparagus production in Peru in 1995 is forecast at 125,000 tons on 22,000 hectares, down 5 percent from 1994's revised estimate of 131,000 tons on 20,000 hectares. Production in 1995 is expected to be down mostly because of higher production and labor costs, lower prices received by farmers, as well as the lack of credit. Production in 1994

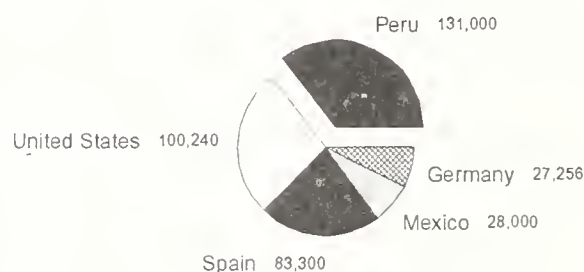
increased 25 percent above the previous year mainly as a result of higher yields.

In Peru, both green and white asparagus is produced in the coastal valleys of two well defined zones. In the northern valleys, mostly white asparagus is produced in the province of La Libertad, near the city of Trujillo, which is generally canned and exported to Europe; and in the central valleys, where mainly green asparagus is produced in the province of Ica, south of Lima and exported to the United States. The major producing area in Peru is located in the valleys of Viru, Chao and Moche. Other important producing areas include the valleys of Ica, Piura, Huacho, and Chancay.

In 1994, about 56 percent of the asparagus in Peru was produced in the province of La Libertad about 500 kilometers north of Lima. Production in La Libertad increased by 23 percent mainly as a result of higher yields, as the area harvested in this region decreased from 10,260 hectares in 1993 to 9,612 hectares in 1994.

In the valleys of Chincha and Ica, about 200 and 300 kilometers south of Lima respectively, approximately 26 percent of the country's asparagus is produced. Most of the production in Ica is green asparagus. The area harvested in Ica increased from 3,550 hectares in 1993 to 4,158 hectares in 1994, with average yields showing an increase from 5,387 kilograms per hectare annually to 8,384 kilograms per hectare annually, respectively.

**Peru Has the Largest Share of World Asparagus Production**



Note: Quantities are in metric tons  
Figures shown are for 1994.

In 1994 asparagus tips, ends, seedy headed or bent sturions, etc. which is discarded, used as animal feed, or taken by the plant workers for their own consumption, represented on average nearly 40 percent of total asparagus production. This discarded material appears as "Withdrawn from market" included in consumption in the PS&D table.

Many of the traditional crops planted in the coastal regions of Peru such as cotton, rice, etc. reportedly are unprofitable to produce and face rising competition from imports. As a result many farmers are turning more and more to asparagus production, which is one of the most profitable export crops, even though rising costs and diminishing international prices are reportedly reducing profit margins.

#### **Production policy remains unchanged**

Most asparagus producers still sell their produce to processing plants under some type of contract. However, some processors, especially of fresh and frozen green asparagus, offer some technical support and credit to small farmers, but generally most farmers still face difficulties such as credit shortages, increasing energy costs, high taxes and expensive inputs. The Government of Peru (GOP) doesn't have a promotional plan for asparagus producers.

There currently are not many attractive planting alternatives to asparagus in production regions, even with falling prices it is still generally profitable. Asparagus production is attractive to farmers as it is a permanent crop that lasts for 10 to 15 years, and can be harvested 18 months after the first planting, and harvested every 6 months thereafter. Nevertheless, many farmers consider that within the next few years asparagus production should level off, and even might decrease as lower priced asparagus from other countries could force domestic producers out of some markets.

According to Peruvian customs information, exports of fresh, frozen and processed asparagus in 1994 reached an f.o.b. value of slightly over US \$79.4 million, up about 4 percent from 1993. Asparagus is the second largest agricultural export after coffee.

In 1994, exports of canned and frozen asparagus accounted for almost 84 percent of all asparagus exports, with green asparagus exports accounting for the balance. During this same period, the Netherlands, France and Spain were Peru's largest customers of canned and frozen asparagus. The bulk of fresh green asparagus continues to be exported to the United States. In general processed and frozen asparagus are exported throughout the year, while fresh asparagus is exported from September through January 1995, with no exports being accounted for in February 1995.

Exports of fresh green asparagus to the United States are expected to remain at about the 12,000 ton level during the upcoming season, September 1995 to January 1996. Some green asparagus exporters feel that competition from neighboring countries might start affecting Peruvian exports, because of lower freight costs. Freight costs for asparagus are reported at about US \$0.90 per kilogram from Lima to Miami; US \$0.60 per kilogram from Bogota to Miami, and US \$0.68 per kilogram from Santiago to Miami.

Exporters are looking for new markets and ways to reduce costs. Reportedly, the Vegetables Committee of ADEX (the national Exporters Association) is looking to convince APHIS/USDA to establish a preclearance program in Peru for asparagus to be exported to the United States, which could reduce losses and costly delays in U.S. ports of entry.

White asparagus producers, who export most of their product to the European Union (EU), are beginning to have problems with Spanish producers. According to Peruvian exporters of white asparagus, Peru has surpassed Spain as the third largest producer of asparagus in the world as Spanish producers have been forced to reduce production volumes and areas because of high labor costs. Spanish producers are pressuring EU authorities to impose tariffs on imports of Peruvian asparagus, which are now exempt from these tariffs until December 31, 1995.

#### **Switzerland**

Production of asparagus in Switzerland is minor in comparison to imports, reaching just 200 tons,



or 2 percent of domestic consumption, in 1994. Domestic production has historically been protected by an import calendar called the "three phase system" which significantly curbs imports during the peak domestic production period. (See FHORT 6-95 for details on the "three-phase" system)

### **Changes in Swiss import policies**

In a 1995 bilateral negotiation with Switzerland on agriculture, the Swiss agreed that weekly allowable import quantities during the period of restriction will be set well in advance. This will improve transparency in the market and provide U.S. exporters with more certainty of specific import opportunities during the period of restriction.

The 1995 United States and Swiss bilateral agreement also included a commitment on the part of the Swiss Government to consider favorably any request by Swiss producers for elimination of import protection. Such a request would be linked to a "buy-out" program similar to the one in the Swiss tobacco sector. The tobacco import program allows tariff-free access of raw tobacco in exchange for a cigarette manufacturer "buy-out" of all domestic tobacco production. The possible application of the Swiss tobacco import mechanism to the Swiss fresh green asparagus sector has been reported on by FAS/Geneva-Bern and is currently under consideration by U.S. exporters.

With the implementation of Switzerland's Uruguay Round commitments on July 1, 1995, the "three-phase" system was eliminated and replaced by a tariff-rate quota system. The new system allows the Swiss to impose a tariff-equivalent of 8.64 Swiss Francs per kilogram to ensure utilization of domestic production of fresh green asparagus.

The United States and Swiss bilateral negotiations conducted under the auspices of the Uruguay Round were successful in obtaining two modifications of the new tariff-rate quota system for fresh green asparagus imports.

First, Switzerland agreed to limit the period that the tariff-rate quota may be applied (the period of restriction) on fresh green asparagus imports

to a maximum of 46 days between May 1 and June 15 each year. Second, the Swiss agreed to reduce and eventually eliminate the tariff on fresh green asparagus imported outside the restriction period. Under the pre-Uruguay Round scheme, there was no time limit on the restriction period and there was a 7 Swiss Francs per 100 kilograms tariff on imports entering the Swiss market outside of the period of protection.

Certain quantities of imports will continue to enter the domestic market at the in-quota rate during the period of restriction. The Swiss government will set import quantities based on input from the advisory committee which currently offers advice on the functioning of the "three-phase" system. The committee includes representatives of producers, consumer, and importer groups.

### **Germany**

Germany is a major producer and consumer of asparagus. Asparagus area and production estimates for 1995 are not yet available, but according the German Central Market and Price Reporting Agency (ZMP), the area planted in 1995 is expected to be higher than the previous year. In 1994, German production of asparagus is estimated at 27,256 tons on 8,250 hectares, down 15 percent in volume, but up 2 percent in area from 1993. Reduced production in 1994 was attributed to a lower average yield per hectare due to cold weather in May and June 1994, and a reduction in area harvested in response to lower prices in 1993 and 1992.

Imports were unable to completely offset the decline in production in 1994 due to adverse weather conditions in southern Europe in late April and May, which resulted in higher export prices. Consequently, German consumption of fresh asparagus declined in 1994 to 67,256 tons, compared with 73,494 tons reached in 1993. Germany's per capita consumption of asparagus at 1.5 kilograms annually is the highest in the world. Despite its full-bodied taste, nutritional value, and cooking convenience, green asparagus continues to only account for a small portion of the German's asparagus use. German statistics do not break out data on green asparagus. As consumer awareness expands, the prospects for U.S.



asparagus in this market appear good.

About 90 percent of the United States fresh asparagus exports to Germany come from California. In 1994, German imports of fresh asparagus totaled 40,500 tons, down 10 percent from the previous year. During this period, Greece accounted for approximately 42 percent of the total, followed by Spain with 24 percent, and France and the Netherlands both with about 13 percent. In comparison to the above, U.S. exports of fresh asparagus to Germany were small totaling only 844 tons or about 1 percent of the total. Although U.S. asparagus shipments to Germany were small during 1994, they were up 18 percent from 1993. Statistics for 1995 are not yet available.

German imports of U.S. asparagus begin in February, about two months before the domestic crop is harvested. During this window of opportunity, U.S. asparagus competes with asparagus from all of the above EU producing countries, where supplies from greenhouses are available as early as December.

Despite the decline in the volume of sales, prices rose such that the value of asparagus sales in Germany in 1994 exceeded those in 1993. Total turnover of domestic asparagus by western German producers' cooperatives, not including imports, is estimated at US \$31.8 million in 1994, up 3 million from 1993.

## United Kingdom

Production of asparagus in the United Kingdom remains small. In 1995, production is forecast to reach 1,750 tons, up slightly from 1,700 tons in 1994. The growing and harvesting season runs from February to June. The primary growing areas are Scotland, Norfolk, Suffolk, Cambridgeshire, Cornwall and Kent. Green asparagus production represents the bulk of the United Kingdom's asparagus output. However, trade sources report that some growers are now planting purple asparagus varieties to meet the newly discovered consumer demand for such asparagus for use in raw salads.

Trade and consumer demand for fresh asparagus

has changed in recent years from the traditional bundles of non-trimmed spears to trimmed spears and tips, both in bundles and pre-packs. In 1994, a sizable increase in the availability of pre-packed baby varieties of trimmed asparagus tips were supplied to the United Kingdom by Thailand, Peru and Chile. During the same period, the United States supplied the United Kingdom with 678 tons of fresh asparagus, up 29 percent from 1993. The United States is supplying more and more trimmed and pre-pack asparagus to the United Kingdom.

In 1994, per capita consumption of fresh asparagus in the United Kingdom was 0.34 kilograms, as compared to 0.14 kilograms in 1992. Given favorable exchange rates and a continual increase in consumer demand, the United States should maintain, if not increase, its current 26 percent share of the total import market in the U.K.

No asparagus promotional activity was noted in the United Kingdom in 1994.

All product marketed in the United Kingdom is subject to compliance with European Union quality standards, pesticide and plant health legislation. Imports from the United States are subject to an import duty of 16 percent, tariff code 0709200000.

*(For further information on supply, distribution, and trade, contact Emanuel McNeil at 202-720-2083. For information on production contact Kelly Kirby Strzelecki at 202-720-6791.)*

**Fresh Asparagus: Selected Countries Production, Supply, and Distribution**  
**Metric Tons**

Country/ Year	Production	Imports	Total Supply	Exports	Domestic Consump.	Total Distribut.
<b>Germany</b>						
1992	28,392	38,027	66,419	716	65,703	66,419
1993	29,794	44,500	74,294	800	73,494	74,294
1994	27,256	40,500	67,756	500	67,256	67,756
1995	NA	NA	NA	NA	NA	NA
<b>Peru</b>						
1992	73,676	0	73,676	50,262 1/	23,414 2/	73,676
1993	97,322	0	97,322	65,600 3/	31,722 4/	97,322
1994	131,000	0	131,000	71,800 5/	59,200 6/	131,000
1995	125,000	0	125,000	76,000 7/	49,000 8/	125,000
<b>Mexico</b>						
1992	32,000	80	32,080	23,000	9,080	32,080
1993	32,470	94	32,564	23,100	9,464	32,564
1994	28,000	40	28,040	18,200	9,840	28,040
1995	28,500	20	28,520	18,600	9,920	28,520
<b>Spain</b>						
1992	96,800	777	97,577	21,548	76,029	97,577
1993	101,100	671	101,771	21,301	80,470	101,771
1994	83,300	1,679	84,979	20,151	64,828	84,979
1995	75,400	1,900	77,300	19,000	58,300	77,300
<b>United States</b>						
1992	106,640	26,176	132,816	19,181	113,635	132,816
1993	99,930	31,439	131,369	21,253	110,116	131,369
1994	100,240	29,400	129,640	22,018	107,622	129,640
1995	NA	NA	NA	NA	NA	NA
<b>Total</b>						
1992	337,508	65,060	402,568	114,707	287,861	402,568
1993	360,616	76,704	437,320	132,054	305,266	437,320
1994	369,796	71,619	441,415	132,669	308,746	441,415
1995	NA	NA	NA	NA	NA	NA

Source: U.S. Agricultural Attache Reports and NASS/USDA. 1/ Exports includes 5,573 tons fresh, 40,423 tons processed and 4,266 tons frozen. 2/ Includes 18,914 tons of withdrawal from market (tips, ends, broken, etc. which are discarded, used as animal feed, or taken by plant workers for their own consumption). 3/ Exports includes 11,900 tons fresh and 53,700 tons processed. 4/ Includes 25,700 tons of withdrawal from market. 5/ Exports includes 11,200 tons fresh and 60,600 tons processed. 6/ Includes 53,600 tons of withdrawal from market. 7/ Exports include 12,000 tons fresh and 64,000 tons processed. 8/ Includes 43,000 tons of withdrawal from the market.

**United States: Exports of Fresh and Chilled Asparagus, Calendar Years 1992-94**

Destinations	1992		1993		1994	
	(MT)	(\$000)	(MT)	(\$000)	(MT)	(\$000)
Canada	9,091	18,699	9,739	21,258	7,272	17,126
European Union:	1,836	5,529	1,844	5,467	1,748	4,675
Germany	691	1,920	861	2,451	844	1,973
United King.	511	1,497	393	1,108	632	1,718
Italy	410	1,410	366	1,220	134	507
Others	224	702	224	688	138	477
Japan	6,028	23,721	7,612	29,937	10,269	40,988
Switzerland	2,031	6,031	1,794	4,983	2,369	7,654
Australia	49	207	63	231	100	547
Others	146	492	201	615	260	954
Total	19,181	54,658	21,253	62,491	22,018	71,944

Source: U.S. Department of Commerce, Bureau of the Census.

**United States: Imports of Fresh and Chilled Asparagus, Calendar Years 1992-94**

Origins	1992		1993		1994	
	(MT)	(\$000)	(MT)	(\$000)	(MT)	(\$000)
Mexico	20,178	27,499	23,061	32,341	17,826	28,791
Guatemala	378	337	478	420	494	409
Costa Rica	4	6	22	28	58	170
Ecuador	93	138	198	388	113	145
Peru	3,806	3,855	5,569	6,736	8,292	12,728
Chile	918	951	1,655	1,479	1,891	1,517
Argentina	307	384	266	326	335	362
New Zealand	453	491	92	122	35	44
Others	39	102	98	213	356	906
Total	26,176	33,763	31,439	42,053	29,400	45,072

Source: U.S. Department of Commerce, Bureau of the Census.



U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
<b>FRESH FRUIT</b>											
<b>FR. APPLES(JUL)</b>											
MT											
MEXICO	18,806	8,004	152,059	87,269	152,059	10,430	4,324	86,274	48,541	86,274	
TAIWAN	3,386	2,861	99,053	115,342	99,053	1,950	1,482	75,244	87,403	75,244	
CANADA	6,598	6,107	80,913	80,941	80,913	4,414	4,225	59,914	57,839	59,914	
HONG KONG	4,759	9,365	61,585	74,782	61,585	2,437	5,285	33,749	42,447	33,749	
EU-15	3,333	2,217	36,288	52,609	36,288	1,840	1,485	18,074	26,280	18,074	
THAILAND	3,071	1,921	31,005	34,223	31,005	1,247	1,345	21,277	22,373	21,277	
OTHER	10,123	12,201	147,673	252,663	147,673	5,534	8,044	78,842	138,195	78,842	
Subtotal:-----	49,074	42,678	608,577	697,829	608,577	27,850	26,189	373,374	423,079	373,374	
<b>FR. PEARS(JUL)</b>											
MT											
MEXICO	4,829	1,600	53,629	46,838	53,629	2,388	917	26,653	22,124	26,653	
CANADA	1,660	694	39,645	43,892	39,645	1,016	709	26,222	27,391	26,222	
EU-15	56	0	11,674	9,096	11,674	53	0	5,262	3,585	5,262	
TAIWAN	429	74	8,059	8,547	8,059	306	23	4,834	5,169	4,834	
OTHER	179	98	15,326	26,401	15,326	103	92	8,482	14,028	8,482	
Subtotal:-----	7,153	2,467	128,332	134,774	128,332	3,866	1,741	71,452	72,297	71,452	
<b>APRICOTS(MAY)</b>											
MT											
MEXICO	1,538	133	1,634	152	3,718	1,059	129	1,131	141	2,596	
CANADA	1,437	1,160	2,471	1,968	3,145	1,376	1,618	2,578	2,736	3,301	
OTHER	138	151	341	295	1,010	233	385	757	706	1,929	
Subtotal:-----	3,112	1,444	4,445	2,415	7,873	2,668	2,131	4,466	3,583	7,827	
<b>FR. CHERRIES(MAY)</b>											
MT											
JAPAN	8,357	7,145	14,225	14,598	15,597	46,701	53,141	84,965	95,385	92,582	
CANADA	3,588	1,410	4,659	1,603	6,379	7,398	3,811	9,917	4,457	13,357	
EU-15	1,306	786	1,740	1,572	5,086	3,968	1,748	4,960	2,631	11,880	
TAIWAN	1,711	656	2,458	1,229	3,056	4,423	1,839	6,639	4,117	8,328	
UNITED KINGDOM	803	253	995	75	2,245	2,869	1,020	3,381	1,153	7,817	
OTHER	1,464	737	1,663	784	1,921	4,087	2,030	4,859	2,256	5,825	
Subtotal:-----	16,427	10,734	24,746	19,787	32,039	66,577	62,569	111,340	108,848	131,972	
<b>PEACH-NECTRN(MAY)</b>											
MT											
CANADA	12,670	11,275	20,764	16,968	48,567	9,446	11,482	18,070	19,085	40,639	
MEXICO	215	193	376	193	16,203	104	134	190	134	6,851	
TAIWAN	2,002	1,680	2,468	2,183	12,462	1,925	1,785	2,436	2,503	13,530	
OTHER	1,354	691	2,006	896	7,377	1,110	591	1,597	756	5,638	
Subtotal:-----	16,241	13,839	25,404	20,239	84,399	12,584	13,991	22,130	22,477	66,494	
<b>PLUM-PRUNES(MAY)</b>											
MT											
TAIWAN	1,805	1,477	1,869	1,613	25,396	1,613	1,472	1,683	1,626	22,161	
CANADA	5,741	2,990	7,396	3,989	24,565	4,853	4,787	6,504	6,358	19,218	
HONG KONG	699	222	784	222	8,863	521	261	605	261	7,323	
OTHER	678	215	811	233	12,537	589	228	753	259	9,786	
Subtotal:-----	8,922	4,904	10,859	6,058	71,360	7,576	6,749	9,546	8,503	58,487	
<b>FR. AVOCADOS(OCT)</b>											
MT											
EU-15	71	50	1,590	5,623	4,698	145	156	1,569	4,984	4,440	
FRANCE	0	33	537	3,441	2,156	0	81	500	2,915	1,944	
CANADA	313	147	1,401	1,575	2,054	488	194	1,891	2,459	2,728	
JAPAN	248	527	1,561	1,562	1,995	611	937	2,820	2,929	3,905	
NETHERLANDS	18	0	298	1,001	1,278	54	0	368	928	1,302	
UNITED KINGDOM	54	13	527	926	865	91	51	552	931	871	
OTHER	11	9	150	128	176	27	15	217	203	265	
Subtotal:-----	644	732	4,702	8,889	8,923	1,270	1,302	6,497	9,575	11,338	
<b>FR. KIWIFRUIT(OCT)</b>											
MT											
CANADA	274	354	3,540	3,705	3,730	341	415	4,362	4,515	4,605	
TAIWAN	0	0	1,990	1,378	1,990	0	0	3,556	2,114	3,556	
KOREA, REPUBLIC	0	0	1,729	2,659	1,729	0	0	3,120	4,282	3,120	
MEXICO	0	0	502	387	502	0	0	494	264	494	
OTHER	0	0	794	993	799	0	0	1,312	1,447	1,315	
Subtotal:-----	274	354	8,554	9,121	8,749	341	415	12,845	12,621	13,091	
<b>FRESH GRAPES (MAY)</b>											
MT											
CANADA	7,978	7,349	11,911	11,692	101,631	11,674	10,187	17,734	17,856	112,109	
MEXICO	66	0	105	0	22,589	60	0	79	0	19,218	
HONG KONG	246	373	267	388	21,192	311	425	329	438	25,353	
TAIWAN	2	298	17	310	14,731	3	352	31	381	20,876	
OTHER	2,537	3,201	3,205	4,553	54,961	3,326	4,586	4,463	6,892	74,266	
Subtotal:-----	10,829	11,221	15,505	16,943	215,105	15,374	15,551	22,636	25,568	251,822	
<b>FR. STRAWBRIS(JAN)</b>											
MT											
CANADA	5,010	5,637	27,611	24,636	38,873	6,368	6,883	36,798	34,095	52,089	
MEXICO	719	0	1,197	13	6,816	620	0	910	12	6,245	
EU-15	474	193	1,168	442	5,738	1,102	524	2,677	1,152	11,850	
JAPAN	418	781	596	1,122	4,338	1,901	2,817	2,431	3,780	21,177	
UNITED KINGDOM	467	176	917	364	3,700	1,071	466	2,058	911	7,394	
OTHER	237	129	860	598	1,570	792	386	3,005	1,719	5,003	
Subtotal:-----	6,858	6,739	31,431	26,811	57,335	10,784	10,610	45,822	40,757	96,365	
<b>FR. ORNG INC TMPL(NOV)</b>											
MT											
CANADA	10,848	11,310	159,523	158,104	188,551	4,882	5,236	79,938	75,220	93,157	
JAPAN	16,922	22,568	128,565	148,758	158,170	10,016	16,010	76,802	101,236	94,865	
HONG KONG	8,970	12,720	79,167	88,608	124,417	4,682	6,566	41,390	45,774	62,213	
OTHER	11,129	12,602	62,618	85,617	76,902	5,829	6,844	32,215	45,535	39,918	
Subtotal:-----	47,869	59,201	429,873	481,087	548,041	25,408	34,657	230,344	267,766	290,154	
<b>FR. GRPFRT(SEP)</b>											
MT											
JAPAN	14,765	20,021	230,297	226,542	250,229	7,482	11,119	121,000	124,289	130,749	
EU-15	189	224	101,908	116,432	102,114	90	105	50,287	51,111	50,415	
CANADA	4,097	3,934	69,408	72,468	74,378	1,548	1,746	28,275	27,740	30,483	
FRANCE	101	7	39,316	43,406	39,454	59	9	20,472	18,952	20,546	
NETHERLANDS	70	67	26,469	33,908	26,469	24	30	12,834	15,232	12,834	
OTHER	2,355	2,493	28,549	40,181	31,988	1,112	1,389	13,816	20,383	15,431	
Subtotal:-----	21,406	26,672	430,161	455,623	458,709	10,232	14,360	213,379	223,523	227,078	
<b>FR. TANGERINES(NOV)</b>											
MT											
CANADA	36	0	10,071	9,432	11,320	38	0	7,903	8,591	9,003	
EU-15	0	0	967	372	967	0	0	512	280	512	
UNITED KINGDOM	0	0	701	325	701	0	0	382	248	382	
OTHER	0	17	507	1,518	514	0	16	491	1,661	497	
Subtotal:-----	36	17	11,545	11,322	12,801	38	16	8,906	10,532	10,012	

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY						VALUE (1,000 DOLLARS)							
COUNTRY REGION		CURR LAST	MO YR	CURR LAST	MO YR	YR TDT LAST	YR TDT CURR YR	LAST YEAR	CURR LAST	MO YR	CURR LAST	MO YR	YR TDT LAST	YR TDT CURR YR	LAST YEAR
CANNED FRUIT															
CND PEACH&NECT(JUN)	MT														
JAPAN		612		596		612	596	4,595	796		623		796	623	4,780
CANADA		231		594		231	594	3,908	245		516		245	516	3,719
KOREA, REPUBLIC		131		139		131	139	2,314	110		116		110	116	1,990
TAIWAN		158		154		158	154	1,259	149		148		149	148	1,057
SINGAPORE		42		91		42	91	1,164	53		86		53	86	1,233
PHILIPPINES		15		30		15	30	1,018	13		35		13	35	744
OTHER		500		439		500	439	4,511	364		402		364	402	4,001
Subtotal:-----		1,689		2,043		1,689	2,043	18,769	1,729		1,926		1,729	1,926	17,524
CND PEARS(JUN)															
CANADA	MT	242		182		242	182	2,795	222		159		222	159	2,510
UNITED ARAB EMIR		0		0		0	0	555	0		0		0	0	323
JAPAN		30		84		30	84	485	35		112		35	112	529
EU-15		20		50		20	50	289	20		41		20	41	272
OTHER		42		11		42	11	596	44		12		44	12	570
Subtotal:-----		333		326		333	326	4,720	321		323		321	323	4,204
CND PNEAPL(JAN)															
JAPAN	MT	129		238		584	791	985	136		205		588	739	929
CANADA		133		77		458	427	947	127		93		425	440	887
EU-15		43		47		192	548	756	38		41		165	435	654
MEXICO		31		0		173	30	522	22		0		127	21	361
GERMANY		39		47		175	408	420	33		41		150	319	335
RUSSIAN FEDERATI		0		0		15	17	302	0		0		10	9	204
OTHER		40		7		154	394	268	38		9		158	405	257
Subtotal:-----		376		370		1,577	2,206	3,779	360		347		1,473	2,049	3,292
FRT MIXTURES(JUN)															
CANADA	MT	422		405		422	405	5,635	538		524		538	524	7,288
JAPAN		788		477		788	477	5,612	912		597		912	597	6,645
SINGAPORE		639		478		639	478	4,476	674		520		674	520	4,835
HONG KONG		584		426		584	426	3,915	610		473		610	473	4,366
PHILIPPINES		1		217		1	217	2,801	3		226		3	226	3,113
OTHER		683		572		683	572	6,837	781		691		781	691	7,854
Subtotal:-----		3,118		2,575		3,118	2,575	29,277	3,518		3,031		3,518	3,031	34,103
DRIED FRUIT															
DRD RAISINS(AUG)	MT														
EU-15		3,768		3,780		54,105	52,721	58,981	5,952		5,485		83,777	82,630	91,498
UNITED KINGDOM		1,783		2,065		23,350	25,193	26,123	2,455		2,922		35,889	38,255	40,217
JAPAN		2,188		2,183		23,084	22,364	25,338	3,169		3,153		34,184	32,485	37,283
GERMANY		932		482		11,329	7,457	12,132	1,662		699		15,779	10,867	16,772
CANADA		953		756		10,693	10,161	11,595	1,900		1,556		22,243	20,535	24,081
OTHER		2,139		1,280		27,209	26,061	29,191	3,465		2,245		42,549	43,618	45,919
Subtotal:-----		9,047		8,000		115,091	111,308	125,105	14,485		12,439		182,753	179,268	198,782
DRD PRUNES(AUG)															
EU-15	MT	2,384		1,744		30,640	30,997	32,679	6,377		4,289		72,365	76,165	77,852
JAPAN		1,340		1,522		13,274	12,680	14,216	3,014		3,296		30,387	28,043	32,752
GERMANY		812		671		10,086	9,719	10,952	2,214		1,677		23,480	23,325	25,806
ITALY		364		332		5,724	5,929	6,245	999		895		15,352	15,611	16,900
CANADA		410		364		4,414	4,109	4,683	997		895		10,467	9,741	11,106
NETHERLANDS		481		76		3,708	2,611	3,798	1,366		185		10,040	7,016	10,261
OTHER		537		662		8,365	7,820	8,925	1,301		1,419		16,910	16,645	18,240
Subtotal:-----		4,670		4,292		56,692	55,606	60,503	11,689		9,899		130,129	130,594	139,950
FRUIT JUICES(SSE)															
ORANGE JU CNC (DEC)	KL														
EU-15		13,563		8,815		56,454	75,443	91,091	4,428		3,685		22,671	35,794	36,218
JAPAN		5,095		3,250		23,355	10,786	69,389	4,106		1,536		16,456	7,496	28,196
FRANCE		8,486		5,655		24,494	31,987	38,676	2,355		1,909		9,174	10,887	14,007
CANADA		3,255		2,028		18,268	17,939	33,030	4,800		3,788		29,286	30,268	50,778
KOREA, REPUBLIC		3,218		553		17,447	13,882	24,619	2,649		673		10,449	8,148	15,559
NETHERLANDS		2,074		950		15,888	24,477	21,706	853		561		6,531	17,273	8,913
OTHER		2,826		5,125		25,527	39,261	46,673	1,261		2,702		10,412	18,043	19,103
Subtotal:-----		27,957		19,771		141,051	157,312	264,801	17,244		12,384		89,274	99,748	149,855
ORNG JU NTCNC(DEC)															
CANADA	KL	5,322		7,489		37,019	49,270	65,910	3,454		5,168		24,281	35,826	43,797
EU-15		5,726		4,142		22,492	35,427	52,654	3,725		1,919		14,567	19,772	32,983
BELGIUM-LUXEMBOU		4,433		2,900		10,881	21,914	30,665	2,852		1,187		6,859	11,882	18,995
UNITED KINGDOM		750		1,089		5,453	8,721	13,138	477		640		3,260	5,190	7,492
OTHER		2,039		1,628		10,628	13,418	21,381	1,557		1,320		8,210	9,737	16,115
Subtotal:-----		13,088		13,259		70,139	98,115	139,946	8,737		8,407		47,057	65,335	92,895
GRPFRT JU CNC (DEC)															
JAPAN	KL	2,613		1,924		11,713	9,383	17,232	2,822		1,582		14,230	9,445	21,264
EU-15		3,242		2,502		9,295	14,857	15,814	1,051		1,330		3,919	11,019	7,476
FRANCE		2,497		160		3,941	1,555	6,701	581		93		1,160	921	1,922
NETHERLANDS		313		1,558		2,624	8,924	3,860	237		944		1,373	8,295	2,806
CANADA		448		330		1,534	1,913	3,085	684		583		2,510	3,349	5,140
OTHER		276		167		1,902	7,547	5,012	123		98		1,190	2,699	2,503
Subtotal:-----		6,579		4,923		24,444	33,700	41,143	4,681		3,593		21,849	26,511	36,383
FRESH VEGETABLES															
FR ASPARAGUS(OCT)	MT														
JAPAN		16		63		9,645	9,217	10,284	76		255		36,730	40,915	40,777
CANADA		706		819		7,041	5,287	7,315	1,502		1,949		16,328	13,325	17,193
SWITZERLAND		19		16		2,363	1,082	2,363	56		38		7,628	3,955	7,628
EU-15		188		181		1,613	961	1,672	479		436		4,266	2,681	4,495
OTHER		78		70		255	184	347	311		202		1,076	711	1,455
Subtotal:-----		1,007		1,149		20,917	16,731	21,980	2,423		2,881		66,027	61,587	71,547
FR ONIONS(OCT)															
CANADA	MT	14,832		13,899		75,034	81,223	102,144	4,427		4,692		31,316	35,814	39,439
JAPAN		5,220		4,746		10,262	124,229	37,191	1,460		1,764		3,232	36,558	10,682
MEXICO		281		0		9,243	14,492	18,310	63		0		2,774	4,279	5,250
KOREA, REPUBLIC		0		12		1,029	11,971	13,366	0		13		2,238	3,590	4,909
OTHER		1,120		1,895		9,316	16,224	22,817	548		627		4,595	6,029	9,478
Subtotal:-----		21,453		20,552		104,884	248,138	193,829	6,498		7,096		42,155	86,270	69,758
CANNED VEGETABLES															
CND SWT CORN(AUG)	MT	</													



U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY						VALUE (1,000 DOLLARS)							
COUNTRY REGION		CURR LAST	MO YR	CURR LAST	MO YR	YR TDT LAST	YR TDT CURR	LAST YEAR	CURR LAST	MO YR	CURR LAST	MO YR	YR TDT LAST	YR TDT CURR	LAST YEAR
CANNED VEGETABLES															
CND TOM PAS(JUL)	MT														
CANADA		4,689		3,429		43,168	47,971	43,168	4,094	2,964	37,437	39,066	37,437		
JAPAN		496		823		8,247	10,450	8,247	420	735	6,858	8,400	6,858		
AUSTRALIA		0		4		6,332	1,121	6,332	0	3	4,893	96	4,893		
KOREA, REPUBLIC		91		14		4,800	1,862	4,800	73	15	4,343	1,760	4,343		
OTHER		866		325		15,267	29,482	15,267	665	319	11,682	24,149	11,682		
Subtotal:-----		6,141		4,595		77,814	89,886	77,814	5,252	4,037	65,213	73,471	65,213		
CND TOM SAUCE(JUL)															
CANADA	MT	6,400		6,012		51,739	50,570	51,739	5,514	5,280	51,151	48,443	51,151		
EU-15		1,063		231		7,209	7,888	7,209	826	393	7,955	8,307	7,955		
MEXICO		601		261		6,060	5,653	6,060	426	197	3,953	3,882	3,953		
JAPAN		396		763		5,201	6,052	5,201	490	1,111	6,127	7,249	6,127		
UNITED KINGDOM		745		55		4,764	5,016	4,764	415	76	4,723	4,781	4,723		
OTHER		683		646		10,504	8,856	10,504	562	831	10,037	9,499	10,037		
Subtotal:-----		9,143		7,913		80,713	79,019	80,713	7,817	7,812	79,222	77,380	79,222		
FRZN VEGETABLES															
FRZN SWT CORN(JUL)	MT														
JAPAN		2,821		3,566		39,969	38,749	39,969	2,737	3,411	36,158	37,029	36,158		
AUSTRALIA		303		76		5,189	3,762	5,189	258	66	3,921	3,036	3,921		
HONG KONG		323		519		4,235	3,716	4,235	308	444	3,345	3,157	3,345		
CANADA		238		338		3,124	3,863	3,124	189	264	2,543	3,012	2,543		
OTHER		521		911		9,873	18,275	9,873	534	822	8,317	13,781	8,317		
Subtotal:-----		4,207		5,410		62,389	68,366	62,389	4,025	5,008	54,283	60,015	54,283		
FRZN F FRY(JUL)	MT														
JAPAN		11,697		15,508		134,450	158,699	134,450	8,453	11,305	95,428	115,179	95,428		
KOREA, REPUBLIC		1,295		1,438		17,784	19,782	17,784	916	1,020	11,869	14,199	11,869		
HONG KONG		1,510		1,467		12,812	16,592	12,812	1,083	966	8,402	10,973	8,402		
OTHER		6,862		16,030		75,482	132,367	75,482	5,299	12,024	56,337	100,596	56,337		
Subtotal:-----		21,365		34,443		240,529	327,440	240,529	15,751	25,316	172,036	240,948	172,036		
TREE NUTS															
ALMONDS UNSH(JUL)	MT														
JAPAN		265		301		6,276	3,375	6,276	642	840	15,711	10,069	15,711		
INDIA		280		102		4,259	8,201	4,259	1,005	186	12,553	20,591	12,553		
EU-15		111		160		867	3,195	867	226	419	1,759	7,767	1,759		
OTHER		230		132		2,043	3,614	2,043	457	319	4,803	8,520	4,803		
Subtotal:-----		886		695		13,445	18,385	13,445	2,330	1,764	34,827	46,948	34,827		
ALMND SH/PRP(JUL)	MT														
EU-15		4,356		5,149		97,407	120,402	97,407	18,370	21,615	431,545	423,076	431,545		
GERMANY		1,397		1,822		39,872	47,817	39,872	5,808	7,254	169,362	167,343	169,362		
JAPAN		809		1,462		18,588	18,233	18,588	4,710	5,861	96,366	69,671	96,366		
UNITED KINGDOM		522		629		11,946	10,741	11,946	2,423	2,806	50,821	39,339	50,821		
NETHERLANDS		402		483		11,169	11,295	11,169	2,194	2,135	52,747	39,351	52,747		
FRANCE		521		513		10,868	12,410	10,868	2,383	2,121	51,248	42,833	51,248		
OTHER		3,291		2,306		46,653	57,486	46,653	11,224	8,589	189,227	182,741	189,227		
Subtotal:-----		8,457		8,917		162,648	196,120	162,648	34,304	36,064	717,138	675,488	717,138		
WALNUTS SH(AUG)	MT														
EU-15		324		114		7,469	7,667	7,469	750	344	16,340	16,457	16,340		
JAPAN		410		446		4,516	5,229	4,516	2,253	1,797	24,507	20,165	24,507		
ITALY		0		8		2,252	3,545	2,252	0	15	4,117	5,864	4,117		
CANADA		119		89		1,986	2,155	1,986	496	312	6,505	6,822	6,505		
FRANCE		0		0		1,417	2,513	1,417	0	0	2,616	1,197	2,616		
ISRAEL		24		0		1,289	1,349	1,289	104	0	5,815	4,615	5,815		
OTHER		202		147		3,064	4,339	3,200	817	534	13,023	13,423	13,316		
Subtotal:-----		1,080		794		18,323	20,738	19,339	4,421	2,987	66,190	61,482	70,023		
WALNUTS UNSH(AUG)	MT														
EU-15		1		145		37,132	43,919	37,212	3	244	70,581	69,833	70,728		
SPAIN		0		54		9,746	10,238	9,746	0	96	18,400	16,330	18,400		
NETHERLANDS		1		0		8,540	5,842	8,600	3	0	16,348	9,733	16,459		
GERMANY		0		20		8,593	13,094	8,593	0	33	16,217	19,452	16,217		
ITALY		0		0		5,908	9,116	5,908	0	0	11,358	15,026	11,358		
OTHER		84		194		6,733	9,528	7,024	167	345	14,064	17,092	14,569		
Subtotal:-----		84		339		43,865	53,447	44,236	171	588	84,645	86,925	85,296		
HOPS&PRODUCTS															
HOP PELTS(SEP)	MT														
CANADA		187		145		1,052	1,127	1,267	1,144	932	6,889	7,456	8,310		
BRAZIL		228		381		1,092	2,714	1,219	1,309	1,813	5,268	14,284	5,852		
EU-15		1		82		496	995	1,504	8	656	2,928	6,391	2,988		
MEXICO		43		0		363	37	363	247	0	2,593	216	2,593		
JAPAN		0		0		256	451	256	0	0	1,383	2,873	1,385		
UNITED KINGDOM		1		43		220	346	221	8	329	1,508	1,939	1,518		
OTHER		35		19		588	1,016	616	165	121	2,328	5,398	2,431		
Subtotal:-----		494		626		3,846	6,340	4,224	2,872	3,521	21,388	36,618	23,559		
HOP EXTRACT(SEP)	MT														
MEXICO		59		0		2,086	724	2,246	736	0	13,796	15,825	15,676		
EU-15		68		113		1,112	1,307	1,297	1,454	1,684	17,056	20,618	19,026		
BRAZIL		84		67		490	361	533	304	553	4,177	4,565	4,742		
GERMANY		28		45		410	589	459	546	745	5,276	9,064	6,085		
NETHERLANDS		38		15		250	158	330	848	90	5,630	3,703	5,995		
OTHER		173		187		1,239	1,605	1,385	2,064	3,119	21,239	23,288	23,698		
Subtotal:-----		384		367		4,925	3,996	5,460	4,558	5,356	56,268	64,297	63,141		
HOPS NSPF(SEP)	MT														
EU-15		0		26		1,106	1,506	1,106	0	199	4,874	9,461	4,874		
GERMANY		0		26		829	1,108	829	0	199	3,291	6,842	3,291		
UNITED KINGDOM		0		0		269	380	269	0	0	1,472	2,322	1,472		
JAPAN		0		0		231	144	233	0	0	1,417	923	1,424		
MEXICO		20		0		127	74	132	38	0	590	631	5		



U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		5,557	8,319	28,387	39,444	28,387	7,263	10,848	31,041	44,187	31,041
SOUTH AFRICA, RE		5,308	8,660	19,044	19,167	19,044	4,367	6,812	16,039	14,231	16,039
CANADA		899	2,297	29,886	43,220	29,886	4,473	1,020	13,666	17,224	13,666
OTHER		3,668	2,678	33,758	24,572	33,758	1,556	1,022	13,616	9,369	13,616
Subtotal:-----		15,432	21,954	111,075	126,404	111,075	13,660	19,701	74,362	85,011	74,362
FR PEAR5(JUL)	MT										
CHILE		5,979	1,982	44,495	26,058	44,495	2,210	663	16,093	9,407	16,093
ARGENTINA		854	513	13,831	12,527	13,831	477	275	7,587	7,282	7,587
OTHER		309	586	7,123	1,453	7,123	605	717	9,888	9,642	9,888
Subtotal:-----		7,342	3,081	65,509	48,038	65,509	3,292	1,654	33,569	26,332	33,569
APRICOT (MAY)	MT										
CHILE		0	0	0	0	919	0	0	0	0	651
NEW ZEALAND		0	0	0	0	259	0	0	0	0	593
OTHER		0	0	0	0	56	0	0	0	0	69
Subtotal:-----		0	0	0	0	1,233	0	0	0	0	1,313
PEACH-NEC(MAY)	MT										
CHILE		0	0	0	0	49,100	0	0	0	0	31,406
OTHER		0	0	0	0	368	0	0	0	0	356
Subtotal:-----		0	0	0	0	49,468	0	0	0	0	31,762
PLUM-PRUNE(MAY)	MT										
CHILE		0	1	99	2	23,124	0	4	60	6	15,369
OTHER		10	27	10	27	291	15	55	15	55	420
Subtotal:-----		10	28	109	29	23,414	15	59	75	61	15,789
FRESH GRAPES (MAY)	MT										
CHILE		159	18	4,169	1,600	280,758	114	12	3,289	1,201	217,136
MEXICO		16,925	37,183	39,197	68,905	41,048	21,174	38,015	44,281	70,975	46,576
OTHER		0	0	367	0	4,721	0	0	247	0	7,352
Subtotal:-----		17,084	37,201	43,366	70,505	326,160	21,288	38,027	47,570	72,176	270,818
FR RASPBRY(JAN)	MT										
CANADA		608	1,436	608	1,455	6,176	1,278	2,669	1,278	2,715	13,062
OTHER		16	34	790	1,084	1,253	45	205	1,398	3,356	2,881
Subtotal:-----		625	1,470	1,399	2,539	7,429	1,323	2,874	2,676	6,071	15,943
FR STRAWBRI5(JAN)	MT										
MEXICO		2,128	3,885	17,776	24,511	18,950	1,684	3,720	30,352	41,835	31,945
OTHER		7	22	1,99	97	893	17	34	214	196	3,360
Subtotal:-----		2,135	3,907	17,875	24,607	19,843	1,701	3,754	30,566	42,031	34,305
FR BANANA(JAN)	MT										
COSTA RICA		108,347	85,073	444,024	425,431	977,101	22,494	28,175	115,535	135,945	247,820
ECUADOR		56,875	62,466	411,991	527,740	785,910	14,741	16,930	107,426	146,209	204,154
COLOMBIA		38,065	25,238	315,575	248,789	629,509	11,445	7,567	93,544	71,579	186,765
OTHER		126,078	110,273	673,279	663,521	1,301,463	36,676	31,090	189,920	187,162	357,419
Subtotal:-----		329,365	283,050	1,844,869	1,865,480	3,693,983	85,356	83,760	506,425	540,894	996,158
FR MANGO(JAN)	MT										
MEXICO		21,467	29,675	58,362	70,714	108,432	14,512	25,820	48,659	63,695	81,678
OTHER		1,283	3,166	9,627	20,639	15,163	1,230	2,245	8,072	13,851	15,151
Subtotal:-----		22,749	32,841	67,989	91,353	123,596	15,742	28,065	56,731	77,546	96,829
FR PINAPLE(JAN)	MT										
COSTA RICA		8,017	5,727	40,833	40,173	82,295	2,552	1,991	14,900	14,339	28,637
HONDURAS		2,774	2,614	17,379	19,162	28,782	763	693	4,785	5,860	7,927
OTHER		2,536	1,370	9,333	7,661	16,784	491	339	2,107	1,751	3,523
Subtotal:-----		13,327	9,711	67,545	66,996	127,861	3,806	3,024	21,792	21,949	40,086
FR CANTLPE(MAY)	MT										
MEXICO		4,321	9,737	16,748	26,577	83,693	866	2,344	5,358	8,600	22,689
COSTA RICA		0	38	5,738	5,291	46,258	0	3	2,179	2,133	20,467
GUATEMALA		0	0	2,300	4,722	48,065	0	0	934	1,518	14,828
HONDURAS		0	0	2,782	2,391	60,850	0	0	616	569	13,895
OTHER		0	61	302	737	23,389	0	20	67	190	5,421
Subtotal:-----		4,321	9,836	27,870	39,718	262,255	866	2,367	9,154	13,010	77,301
FR MELON,OT(MAY)	MT										
MEXICO		7,279	4,608	12,931	10,239	44,191	1,906	1,650	4,578	4,059	14,639
COSTA RICA		0	36	1,014	970	26,556	0	2	392	391	12,098
OTHER		10	1	1,671	3,639	50,121	4	4	483	904	16,032
Subtotal:-----		7,289	4,645	15,616	14,849	120,868	1,910	1,656	5,453	5,354	42,768
FR ORANGES( NOV)	MT										
AUSTRALIA		0	0	0	0	9,382	0	0	2	0	10,635
OTHER		486	1,001	4,961	9,783	6,849	132	319	2,101	3,779	2,592
Subtotal:-----		486	1,001	4,964	9,784	16,234	139	319	2,119	3,781	13,245
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU-15		3,653	3,419	18,503	22,168	29,717	2,809	3,386	14,144	21,576	23,341
SPAIN		3,653	3,418	18,369	22,162	29,580	2,809	3,384	14,022	21,565	23,213
CHINA, PEOPLES R		2,058	1,440	8,148	10,000	19,914	1,588	1,369	6,101	9,106	14,697
OTHER		74	16	327	460	948	69	15	292	555	828
Subtotal:-----		5,784	4,875	26,978	32,628	50,578	4,467	4,770	20,537	31,237	38,866
CND BLK OLV( NOV)	MT										
EU-15		1,073	1,083	8,998	7,455	12,078	2,225	2,455	17,352	16,729	23,739
SPAIN		934	962	7,521	6,065	9,944	1,861	2,186	13,979	13,502	18,786
MOROCCO		253	303	1,680	3,533	2,820	460	660	2,975	6,926	5,022
OTHER		2	-9	99	29	113	6	-20	173	69	207
Subtotal:-----		1,328	1,386	10,776	11,026	15,011	2,691	3,115	20,499	23,744	28,968
CND GRN OLV( NOV)	MT										
EU-15		3,688	2,472	26,704	22,022	39,796	9,458	7,555	68,083	65,863	104,310
SPAIN		3,637	2,468	26,197	21,690	39,081	9,358	7,545	67,107	65,169	102,782
OTHER		278	182	1,571	1,476	2,530	446	271	2,255	2,286	3,806
Subtotal:-----		3,966	2,654	28,276	23,498	42,340	9,904	7,826	70,338	68,149	108,155
CND PEACH(JUN)	MT										
EU-15		1,323	1,204	18,054	18,255	16,731	746	689	10,360	10,311	9,614
GREECE		1,311	1,182	16,826	17,924	15,515	727	655	9,560	9,921	8,832
OTHER		420	139	4,899	8,27	4,479	262	103	2,572	2,533	2,310
Subtotal:-----		1,743	1,343	22,953	22,082	21,211	1,008	792	12,932	12,844	11,925
CND PINAPLE(JAN)	MT										
THAILAND		9,378	5,247	80,565	73,946	154,150	4,561	2,874	41,959	38,373	78,883
PHILIPPINES		11,665	3,345	69,647	61,032	129,101	5,873	5,236	44,968	33,231	74,096
OTHER		6,509	2,702	22,919	24,994	50,388	1,846	1,493	8,610	10,863	20,440
Subtotal:-----		27,552	17,294	173,130	159,972	333,639	12,280	9,602	95,537	82,467	173,419
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		340	770	8,765	14,039	8,765	744	1,324	22,058	22,370	22,058
OTHER		34	35	356	250	556	106	120	1,434	687	1,434
Subtotal:-----		374	805	9,321	14,290	9,321	849	1,444	23,491	23,057	23,491

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
DRIED FRUIT											
DATES(SEP)	MT										
PAKISTAN		353	100	3,745	1,670	4,346	349	95	3,796	1,612	4,288
OTHER		25	68	884	938	984	42	99	1,419	1,533	1,546
Subtotal:-----		378	168	4,629	2,608	5,330	391	194	5,215	3,145	5,835
DRD FIG(SEP)	MT										
TURKEY		138	19	1,251	1,244	1,329	148	16	1,770	1,734	1,854
EU-15		0	0	761	1,134	761	0	0	1,820	2,736	1,820
GREECE		0	0	727	1,069	727	0	0	1,695	2,572	1,695
MEXICO		0	0	1,186	267	1,376	0	0	518	884	1,203
OTHER		1	0	78	26	78	2	0	98	64	98
Subtotal:-----		139	19	3,276	2,671	3,545	150	16	4,206	5,418	4,975
DRD RAISIN(AUG)	MT										
MEXICO		0	313	3,413	5,160	3,413	0	331	3,151	4,551	3,151
TURKEY		21	64	2,089	1,722	2,151	22	66	2,132	1,726	2,187
CHILE		41	285	851	2,035	1,015	62	337	1,068	2,429	1,271
OTHER		40	152	369	406	376	40	125	389	426	403
Subtotal:-----		102	814	6,722	9,323	6,955	124	859	6,741	9,132	7,012
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
EU-15		35,384	13,919	301,622	288,358	301,622	6,555	4,857	63,142	75,810	63,142
ARGENTINA		79,778	76,594	329,391	336,203	329,391	11,860	23,854	56,887	71,749	56,887
GERMANY		24,322	11,875	206,824	213,744	206,824	4,645	4,084	44,839	57,562	44,839
OTHER		33,578	17,911	450,857	355,342	450,857	6,104	5,314	89,393	79,096	89,393
Subtotal:-----		148,740	108,425	1,081,869	979,904	1,081,869	24,519	34,025	209,422	226,655	209,422
FCOJ(DEC)	KL										
BRAZIL		75,864	5,162	717,228	243,553	1,294,427	14,785	1,150	136,168	47,664	235,899
OTHER		20,492	37,023	154,405	255,038	220,694	4,732	8,727	37,205	59,591	52,557
Subtotal:-----		96,356	42,185	871,633	498,590	1,515,121	19,517	9,877	173,373	107,256	288,456
GRAPE JU(JAN)	KL										
EU-15		3,339	339	19,896	2,627	23,269	1,915	177	10,600	1,534	12,643
ITALY		888	339	10,301	2,537	12,156	500	175	5,269	1,493	6,471
SPAIN		2,441	0	9,425	69	10,898	1,398	0	5,218	17	6,017
BRAZIL		2,423	539	5,540	4,015	12,663	752	221	1,807	1,394	4,500
OTHER		4,243	5,807	12,622	20,933	30,935	1,131	1,707	3,973	6,173	9,537
Subtotal:-----		10,005	6,686	38,058	27,576	66,866	3,797	2,105	16,380	9,102	26,679
PNEAPL JUCN(JAN)	KL										
PHILIPPINES		9,729	8,869	48,444	55,640	95,904	1,445	1,218	8,925	7,557	15,324
THAILAND		9,472	10,287	59,691	70,459	92,632	1,238	1,989	9,726	12,345	14,423
OTHER		3,338	1,915	11,389	9,537	24,503	664	463	2,781	2,217	5,518
Subtotal:-----		22,540	21,071	119,525	135,637	213,039	3,348	3,670	21,433	22,119	35,265
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		5,808	6,477	25,372	25,018	43,380	1,417	2,028	7,922	7,755	12,278
THAILAND		1,305	1,329	5,594	7,577	10,030	1,101	1,108	4,632	6,091	8,176
OTHER		2,476	32	6,204	5,287	10,691	403	20	1,135	1,009	2,058
Subtotal:-----		9,589	7,839	37,169	37,882	64,101	2,921	3,156	13,688	14,856	22,511
FROZEN FRUIT											
FZN STBRY(DEC)	MT										
MEXICO		2,416	1,720	17,018	24,387	17,926	2,310	1,392	16,234	23,136	17,210
OTHER		61	84	639	577	866	59	104	1,659	1,735	2,208
Subtotal:-----		2,477	1,803	17,657	24,964	18,792	2,369	1,496	17,893	24,871	19,418
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		17	164	9,751	12,362	9,782	53	167	12,933	19,990	13,004
OTHER		24	34	333	336	922	18	28	249	304	723
Subtotal:-----		41	198	10,084	12,696	10,704	72	195	13,182	20,294	13,727
FR CARROT(OCT)	MT										
CANADA		86	70	36,411	54,868	48,304	49	20	8,832	16,062	12,253
MEXICO		410	3,926	10,833	19,638	11,417	107	573	2,740	3,096	2,924
OTHER		16	18	302	181	373	14	13	187	135	256
Subtotal:-----		512	4,014	47,546	74,687	60,095	170	606	11,758	19,294	15,433
FR CABBAGE(OCT)	MT										
CANADA		221	482	7,511	16,502	12,282	67	131	1,787	4,484	3,022
MEXICO		425	275	3,900	6,596	5,481	68	47	632	1,362	942
OTHER		0	0	190	34	190	0	0	86	24	86
Subtotal:-----		646	757	11,601	23,132	17,953	135	178	2,505	5,870	4,049
FR CELERY(OCT)	MT										
MEXICO		17	182	8,191	20,052	8,224	3	127	2,237	8,950	2,250
CANADA		0	0	422	370	4,237	0	0	147	126	1,267
OTHER		0	10	60	110	60	0	21	19	156	24
Subtotal:-----		17	192	8,674	20,531	12,522	3	148	2,402	9,231	3,541
FR CUCMBR(OCT)	MT										
MEXICO		6,187	6,107	219,041	204,117	230,969	3,077	1,978	94,387	116,246	99,441
OTHER		608	641	17,969	18,138	20,004	613	724	5,671	6,049	7,461
Subtotal:-----		6,796	6,748	237,010	222,255	250,973	3,690	2,702	100,058	122,294	106,902
FR CAULFLWR(OCT)	MT										
CANADA		0	70	536	979	3,324	10	19	184	342	1,186
MEXICO		0	0	1,643	1,948	1,662	0	0	484	542	487
OTHER		0	0	0	13	0	0	0	0	8	0
Subtotal:-----		0	70	2,179	2,940	4,986	10	19	669	892	1,674
FR GARLIC(OCT)	MT										
MEXICO		2,111	3,349	9,382	14,180	10,289	2,523	4,889	9,007	17,610	10,397
CHINA, PEOPLES R		606	0	15,482	322	16,219	630	0	8,627	139	8,940
OTHER		94	257	3,579	5,652	4,609	131	429	4,495	8,005	3,490
Subtotal:-----		2,811	3,606	28,444	20,154	31,117	3,285	5,318	22,130	25,754	24,828
FR ONION(OCT)	MT										
MEXICO		9,285	7,886	169,654	167,631	180,514	5,550	5,946	99,741	100,234	108,275
OTHER		389	543	61,653	29,465	67,887	558	613	22,596	12,920	25,494
Subtotal:-----		9,674	8,429	231,308	197,096	248,401	6,108	6,560	122,337	113,154	133,769
FR PEPPERS(OCT)	MT										
MEXICO		4,104	4,750	134,925	150,260	143,889	4,289	4,251	129,855	162,379	137,306
EU-15		2,742	2,140	10,702	11,607	17,495	5,627	5,177	27,100	32,737	41,535
NETHERLANDS		2,695	2,108	10,381	11,246	17,046	5,507	5,097	26,110	31,599	40,236
OTHER		518	563	1,932	3,049	4,357	995	1,270	3,805	6,514	7,029
Subtotal:-----		7,364	7,453	147,561	164,917	165,740	10,911	10,698	160,760	201,630	185,870
FR SEED POT(OCT)	MT										
CANADA		78	479	106,322	99,523	106,339	8	64	21,730	17,208	21,734
OTHER		0	0	74	1	87	0	3	41	5	51
Subtotal:-----		78	479	106,396	99,524	106,426	8	67	21,771	17,213	21,785
FR TBL POT(OCT)	MT										
CANADA		8,396	4,912	191,202	114,740	210,824	2,158	977	45,142	21,915	48,829
OTHER		8	1	59	32	59	12	2	31	24	31
Subtotal:-----		8,404	4,913	191,261	114,771	210,883	2,170	979	45,173	21,939	48,860



U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUN 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH VEGETABLES											
FR TOMATO(OCT)	MT										
MEXICO		18,801	39,752	342,073	453,232	381,437	11,206	22,418	270,855	321,613	300,973
OTHER		4,057	5,040	13,666	15,784	20,439	5,251	7,221	17,402	25,684	27,182
Subtotal:-----		22,858	44,792	355,740	469,016	401,876	16,456	29,639	288,256	347,297	328,155
FR ASPARG(OCT)	MT										
MEXICO		126	583	14,307	17,799	18,201	154	748	24,484	31,290	29,098
PERU		32	176	4,399	6,519	6,694	82	259	6,119	9,963	9,728
OTHER		39	203	2,147	3,021	2,817	52	318	2,185	3,569	3,003
Subtotal:-----		197	963	20,852	27,339	27,711	288	1,325	32,789	44,822	41,829
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		8,313	507	28,428	7,746	28,428	5,824	394	18,343	6,334	18,343
CHILE		1,204	690	5,786	4,121	5,786	1,065	492	4,827	3,133	4,827
OTHER		1,393	979	9,199	11,220	9,199	871	686	6,024	7,700	6,024
Subtotal:-----		10,910	2,176	43,412	23,087	43,412	7,760	1,572	29,193	17,167	29,193
CND TOM SAUCE(JUL)	MT										
EU-15		1,818	1,575	6,956	10,090	6,956	1,293	1,066	5,984	9,414	5,984
SPAIN		1,551	1,095	5,574	6,254	5,574	1,156	816	5,152	7,416	5,152
CANADA		224	498	4,507	6,056	4,507	155	347	2,959	4,194	2,959
OTHER		317	795	3,926	9,234	3,926	195	1,611	2,659	9,126	2,659
Subtotal:-----		2,360	2,869	15,390	25,379	15,390	1,643	3,024	11,602	22,734	11,602
CND TOMATO(JUL)	MT										
CHILE		1,801	1,334	11,194	15,843	11,194	818	547	5,358	7,084	5,358
EU-15		2,046	1,555	16,699	21,746	16,699	591	411	5,304	6,394	5,304
ITALY		1,991	1,555	16,403	21,574	16,403	577	411	5,200	6,343	5,200
ISRAEL		1,569	261	11,366	10,457	11,366	430	117	3,408	3,932	3,408
OTHER		364	477	4,426	1,828	4,426	160	198	2,215	849	2,215
Subtotal:-----		5,780	3,627	43,686	49,875	43,686	2,000	1,273	16,285	18,260	16,285
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R		1,645	2,732	18,168	25,173	18,168	3,195	5,912	28,859	48,192	28,859
INDONESIA		982	1,513	10,212	17,996	10,212	2,547	4,169	23,976	47,163	23,976
HONG KONG		1,357	476	12,407	5,554	12,407	2,927	1,038	22,900	12,523	22,900
OTHER		2,673	1,792	17,366	22,122	17,366	5,687	4,109	42,560	54,523	42,560
Subtotal:-----		6,659	6,514	58,153	70,844	58,153	14,355	15,228	118,295	162,402	118,295
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		9,008	9,614	97,498	127,692	111,894	5,369	5,048	66,146	74,468	75,111
OTHER		373	517	13,779	13,454	17,183	244	361	8,918	9,399	11,448
Subtotal:-----		9,380	10,132	111,277	141,146	129,077	5,613	5,410	75,064	83,866	86,559
FZN CAULFLR(SEP)	MT										
MEXICO		225	312	25,107	22,284	26,053	160	216	21,962	14,306	22,679
OTHER		90	5	2,380	2,184	2,946	50	3	1,149	1,480	1,522
Subtotal:-----		315	317	27,488	24,469	28,999	211	219	23,111	15,785	24,201
FZN POTATO(SEP)	MT										
CANADA		11,661	14,743	109,586	134,163	128,822	6,325	9,323	60,615	80,372	71,265
OTHER		3	21	215	209	258	12	28	221	278	280
Subtotal:-----		11,664	14,764	109,802	134,372	129,081	6,337	9,351	60,837	80,650	71,545
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		2	0	110	56	110	6	0	304	168	304
HONG KONG		0	0	81	1	81	0	0	143	5	143
OTHER		0	0	0	69	0	0	0	1	115	1
Subtotal:-----		2	0	191	126	191	6	0	448	288	448
CASHEW NUT(AUG)	MT										
INDIA		2,816	2,674	35,679	29,078	40,026	12,734	11,615	150,288	125,544	170,332
BRAZIL		1,633	2,616	18,346	20,410	19,611	8,282	11,219	82,148	91,436	87,871
OTHER		497	160	4,375	2,706	4,804	2,199	655	16,346	11,438	18,104
Subtotal:-----		4,946	5,449	58,400	52,193	64,440	23,215	23,489	248,781	228,418	276,306
FILBERTS(AUG)	MT										
TURKEY		76	605	3,199	5,257	3,360	335	2,154	10,953	18,825	11,711
OTHER		8	4	189	246	196	36	24	723	807	763
Subtotal:-----		84	610	3,388	5,503	3,556	371	2,177	11,675	19,632	12,474
PECANS NSH(SEP)	MT										
MEXICO		0	19	6,667	19,115	6,667	0	35	7,599	37,801	7,599
OTHER		0	0	327	41	327	0	0	1,081	68	1,081
Subtotal:-----		0	19	6,994	19,156	6,994	0	35	8,680	37,869	8,680
WINES											
CHMP&SPRK WN(JAN)	KL										
EU-15		1,785	1,330	8,475	8,268	29,631	16,650	14,765	79,150	79,834	269,026
FRANCE		690	583	3,391	2,881	10,246	12,206	11,732	58,057	58,761	185,494
ITALY		472	318	2,583	2,981	11,131	1,997	1,365	11,051	13,303	49,372
OTHER		11	19	151	79	364	41	71	476	259	1,150
Subtotal:-----		1,796	1,349	8,626	8,348	29,995	16,691	14,836	79,626	80,093	270,176
FT&VERM WN(JAN)	KL										
EU-15		1,591	1,100	6,581	6,026	14,201	6,530	4,625	25,793	26,899	56,651
ITALY		816	662	3,734	3,234	8,087	1,970	1,520	9,188	8,155	19,802
PORTUGAL		129	173	648	816	1,615	1,436	1,661	6,450	8,913	16,685
SPAIN		538	234	1,804	1,624	3,667	2,766	1,080	8,604	7,886	16,223
OTHER		21	44	86	168	215	102	156	371	635	911
Subtotal:-----		1,611	1,144	6,667	6,194	14,417	6,632	4,781	26,164	27,534	57,562
OTH GP WINE(JAN)	KL										
EU-15		16,692	15,257	82,537	82,478	173,380	55,504	53,301	270,662	301,781	585,926
FRANCE		5,166	4,891	26,911	26,705	58,150	26,312	25,102	135,137	148,272	293,182
ITALY		9,553	8,715	44,339	44,950	91,466	23,507	21,781	104,854	117,303	223,717
OTHER		4,796	4,602	22,185	23,009	46,145	11,199	11,373	51,592	57,382	110,741
Subtotal:-----		21,487	19,859	104,722	105,487	219,533	66,703	64,674	322,254	359,163	696,680
OTH WN PROD(JAN)	KL										
EU-15		362	412	2,287	2,030	4,771	512	566	3,070	3,026	6,612
JAPAN		119	151	830	798	1,598	473	792	3,088	3,891	6,210
CANADA		679	43	2,194	390	3,301	914	21	2,921	338	4,303
UNITED KINGDOM		175	228	1,041	1,149	2,489	233	301	1,387	1,572	3,392
OTHER		51	107	494	543	1,018	114	176	967	1,069	2,003
Subtotal:-----		1,211	713	5,805	3,761	10,689	2,013	1,554	10,046	8,324	19,127
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	5,627	6,323	58,410	59,687	90,891
OTHER		0	0	0	0	0	2,195	3,878	20,809	31,560	34,773
Subtotal:-----		0	0	0	0	0	7,822	10,200	79,219	91,247	125,664
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	5,178	8,939	50,815	61,296	88,240
OTHER		0	0	0	0	0	51	251	1,501	2,492	2,408
Subtotal:-----		0	0	0	0	0	5,229	9,190	52,316	63,788	90,648



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